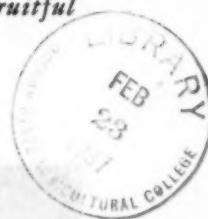


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# AMERICAN NURSEYMAN

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

FEBRUARY 15, 1937



**Kalmia Latifolia**

**Taxing Nursery Stock  
Wrapping Trunks of Trees  
Trends in Fruit Varieties  
Native Plants of Garden Value**

# AMERICAN NURSERYMAN

Chief Exponent of the Nursery Trade

F. R. KILNER, Editor

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## THE PARAMOUNT PROBLEM.

Many problems constantly confront the nurseryman, all the way from propagating to packing and delivery, and constant study is necessary in order to improve methods for most successful results. But the depression has shown that one problem surmounts all others in importance; that is, selling the stock. Indeed, selling has come to be considered too bare a word, as it indicates only the disposal of goods at the prices and to the customers most readily obtainable. So the term merchandising is favored, as embodying a larger plan of building a clientele and a market that will be more constant from season to season than nurserymen have found theirs to be in the past. When a retail nurseryman finds his annual volume of \$100,000 in boom times shrinking to less than \$5,000 within a few years, it indicates a lack of interest in his merchandise that is astounding, regardless of the severity of the depression. If the retail nurseryman could have retained twenty-five per cent of his top volume, he would have been five times as well off in a depression year.

The problem, therefore, is one beyond getting the immediate orders and moving stock this season. It calls for building up a permanent interest in one's own service and merchandise which will bring back customers year after year, even if their orders are not always of the same amount. The increasing size of the American Nurseryman will

## The Mirror of the Trade

enable us to give more attention to this important subject. In the present issue are three articles giving suggestions of value. Brief in presentation, they require the thought and study of readers individually, in order that each may put into practice methods of merchandising suited to his own trade and locality. No one can supply blue prints or diagrams for the successful operation of any business. Individual application must be made.

So great is the problem that it merits all the study and effort each nurseryman can put on it. Solution will bring individual profits and trade prosperity.

### CALCIUM CYANAMID.

Within the last few years calcium cyanamid has been used by a good many fruit growers as an orchard fertilizer. In the dry season of 1934 its use was attended by considerable burning of leaves and premature defoliation. A field survey showed that injury was most severe in the lighter soils and where application had been delayed until after growth had started in the spring. Extensive field trials in 1935 showed that by making applications in early fall all beneficial effects of the fertilizer can be obtained without incurring any danger of foliage injury and that if the application is made real early in the spring no harmful effects are likely to follow, even in light soils.

### KALMIA LATIFOLIA.

Throughout the vast middle west, the lovely mountain laurel, or American laurel, *Kalmia latifolia*, is practically unknown. At least, it is rarely planted, and that is a pity, for next to the rhododendron it is one of the most beautiful American shrubs. However, with the rapidly expanding interest in acid beds for ericaceous plants, it is likely that the mountain laurel will find its proper place. Nurserymen should encourage its use where there is interest in acid-loving plant material.

For a foundation planting along the north side of a house or other structure, this *kalmia* is difficult to

improve upon, for, given the proper rooting medium, it will thrive amazingly and produce its flowers in profusion, despite the lack of direct sunshine. The mountain laurel will tolerate sunlight, however, provided the roots can reach moisture and are protected by a good mulch of leaves, preferably oak or beech.

It would seem unnecessary to describe this shrub, particularly to anyone who has lived or visited in the east, where, especially in the mountainous sections, it abounds with the prolificacy of weeds. Nevertheless, it has many desirable traits. It is slow-growing and blooms when small. The daintily marked pink to white flowers appear in large clusters in May and June, but the shrub is highly attractive at all seasons with its glossy evergreen foliage. When small, the mountain laurel is a rather compact and flat-topped shrub, but later it becomes more irregular in outline. The normal height at maturity is six to eight feet, though occasional specimens in the wild assume the aspects of a small tree and attain a height of twenty-five to thirty feet.

With the abundance of wild material, collectors supplied the nurserymen's needs for years, though now many firms in the east offer nursery-grown stock. The plants are ordinarily increased by seeds handled in the same manner as azalea seeds, though division of large clumps is sometimes practiced. However, stocks are frequently built up from collected seedlings. And small plants transplanted to the nursery and cut back to the ground when moved will soon develop into compact shapely little specimens. When difficulty is encountered in moving *kalmias*, this practice could well be adopted.

A peaty, sandy or loamy acid soil is virtually necessary, and a good supply of moisture is desirable. In planting the mountain laurel in the central part of the country, select a partially shaded location and one that will afford some protection from strong winds, both in summer and winter. *Kalmias* are perfect companion plants for azaleas and rhododendrons.

# AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

**The Chief Exponent of the American Nursery Trade**

*The Nurseryman's Forte:  
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## Taxing Nursery Stock

***Higher Assessment Rates Cause Trade to Seek Solution of Long-Vexing Problem of Taxation by States of Growing Plants as Personal Property***

To meet the need for additional revenue required by increasing governmental expenses, state and local taxing bodies have lately turned their attention to the personal property tax. Although put on the statutes of most states many years ago, this tax has been generally dormant or innocuous in its application until recently. It was originally intended to supplement the real estate tax, to reach the holders of securities and other forms of what the Dickens' character called "portable property," when there arose a class of persons who were well-to-do without being landowners. Obviously a difficult tax to assess, for years it was levied and collected in a perfunctory manner, if at all. No one ever took the trouble to change the obsolete forms, truly relics of the horse-and-buggy era. In some localities nine out of ten persons paid no attention to the bills, and court action was seldom brought, yielding only meager returns where instituted. In short, taxpayers gave the levy little heed, and tax officials imposed only nominal rates on those who paid—the only fair course considering the large proportion who did not pay.

When the need for additional revenues made itself felt within the past half-dozen years, a more determined effort was made to collect the personal property tax. It was soon apparent that under the rates actually set by statute the tax would be exorbitant or actually confiscatory.

The merchant who turns his stock of merchandise several times during the year is not so badly off as the nurseryman, who may be taxed on the same stock for several years before it

is finally sold. The nurseryman, indeed, is hit hardest of all. The farmer is seldom taxed on his growing crops, and usually only after harvest. The orchardist's trees are ruled to be part of the real estate.

### **Courts Uphold Tax.**

The famous Ohio case of fifteen years ago sustained the assessment of nursery stock as personal property. An older Iowa decision, while holding that it was an error to make separate assessment of the land and of the nursery stock growing upon it, gave the nursery owner no relief as he was held to be not prejudiced by the error, because the value of the nursery stock was taxable just as well as the value of the land. The Washington Supreme court in 1933 upheld the taxation of nursery stock as merchandise, although agricultural crops are exempted in that state.

In many states, the tax assessors have tried to be fair, despite existing statutes. They have listened to the reasonable argument that nursery stock in the field is no different from the general agricultural crops that are exempted by statutes in most states. So a nominal sum has been assessed when any tax was levied on stock in the field, or else the assessment has been placed only on stock harvested and in storage. Reports recently obtained by the American Nurseryman from trade association secretaries in many states indicate that the foregoing procedure is common, or has been until lately. Either the nurserymen of the state have reached an agreement with the state tax commission, or individual nurserymen have

handled the matter with their respective local tax assessors. In consequence, no tax has been paid upon nursery stock as personal property, or the amount has been nominal or at least reasonable.

But it should be noted that this is a matter of practice, and not one of statute.

More recently, tax assessors in various places, intent on increasing revenue, have imposed levies out of all proportion to sums previously paid, and a heavy burden was placed on nurserymen at a time when prices and sales were low and unprofitable. Several cases have been carried to court, and in view of the decisions mentioned previously, the outcome is not reassuring for the nurserymen involved. Judges can only determine the law and the facts; they cannot rule on the fairness or unfairness of an assessment so long as it is in accordance with the law.

Quietly or openly, nurserymen in several states are seeking to have the law changed, so that nursery stock in the field will be specifically exempt from taxation, just as are the farmers' crops. The activity of the Texas Association of Nurserymen was described in an article in this magazine for December 1. Nurserymen in other states seeking similar redress desired this survey on the problem and action being taken in various places. The survey reveals that in most states the problem is being solved by "letting sleeping dogs lie," though there is an apprehension as to what may happen if the dogs wake up.

In the state of Ohio the problem was solved three years ago through



the efforts of the Ohio Nurserymen's Association. The taxing authorities had periodically attempted to impose a tax on growing stock for nearly twenty years, and the decision above cited upheld the levy. The matter came to a head in 1933-34, when the authorities decided to impose a tax approximating \$300 per acre on all growing nursery stock in Ohio.

The general assembly was then induced by the nurserymen to amend the existing law so as to define "real property and land" as not only the land itself, but also all growing crops, including deciduous and evergreen trees, plants and shrubs. Then the section regulating the taxation of real property was made to read, "Each separate parcel of real property shall be valued at its true value in money excluding the value of crops, deciduous and evergreen trees, plants and shrubs growing thereon." The consequence is that growing nursery stock in Ohio is considered real property and is not to be considered when appraisal for taxation is made. The attorney-general in that state has held, however, that nursery stock growing on leased land is personal property and, as such, subject to taxation.

The benefit the nurserymen of Ohio received from this law was due entirely to the fact that the nurserymen gathered together, decided upon the result to be accomplished and worked wholeheartedly toward a common end, states Wilbur G. Siebenthaler, secretary of the Ohio Nurserymen's Association.

#### BAR HOLE FED TREE.

A striking case of tree appreciation is reported by E. Porter Felt, of the Bartlett tree research laboratories.

The tree was a New Jersey elm. It had been fed two years earlier, and when it was moved recently, a practically perfect cast of the lower twelve inches of a crowbar hole was found in the hard clay soil. This cast consisted of a web-like mass of fine roots inclosing and supporting a mass of tree food. The general condition of the roots approximated those familiar in pot-bound plants.

This condition in trees is unusual, since ordinarily the bar hole is more irregular than indicated by the root cast. Evidently it was driven straight into the hard soil and as a

result there is a practically perfect cast of the lower part of the implement. The abundant development of the roots indicates that the bar hole was filled with a material, a tree food, well adapted to the needs of the tree and rich enough to produce a thick mass of roots without injury to delicate root hairs; otherwise there would not have been such a rapid and uniform development. The cast also shows the ability of tree roots to search out and take advantage of fertilizing elements in the soil.

The bar hole method of feeding trees has been most successful. The proper spacing of the holes with reasonable attention to their depth means a fairly uniform distribution of the tree food throughout much of the feeding area. The system reduces to a minimum the probability of injuring roots and practically obviates damage to the sod. The root cast testifies to the ability of the roots to locate and utilize these stores of plant food.

#### TEN NEW PERENNIALS.

Ten of the newer perennials considered of special value are described in this month's issue of *Horticulture* by a writer whose name is not given. These recommendations will be of interest to nurserymen.

Aster Star of Wartburg grows a foot high and has 3-inch flowers of lilac blue with orange centers, which keep well when cut. It is a spring-blooming variety, attractive in borders and in rock gardens.

Aster Wonder of Stafa, which begins blooming in the middle of August, grows about thirty inches high, but sometimes develops a sprawling habit. Pinching back may prevent this sprawling. Or a branch may be bent down to the ground and covered with a little soil, the tips being allowed to protrude. These root and throw up new branches, which make a low, compact plant.

The new dwarf asters which were developed to meet the need for low-growing, fall-blooming plants in the French war cemeteries seldom exceed fifteen inches in height, bloom in September and are excellent for borders and the rockery. Although it is difficult to make a choice among the dozen varieties offered, Snow Sprite, a compact plant with a pro-

fusion of white flowers, seems the favorite.

Chrysanthemum articum Astrid is an extremely hardy, low-growing hybrid, with delicate pink flowers.

The hardiness of the Korean hybrid chrysanthemums has not been fully demonstrated, but this is not serious, as plants are easily grown from cuttings or seeds. Orange Wonder is chosen because of its deep coppery orange color. It is said to be free-flowering and vigorous in growth and should be a charming addition to the early-flowering, dwarf kinds.

Loveliness, a dianthus hybrid from England, promises to be satisfactory to northern gardeners. It has large, fringed petals, mauve in color and deliciously perfumed. The perfume is probably its outstanding merit, but it makes a good garden flower and keeps well in the house. It will be necessary to plant seeds early under glass, for started plants are not available.

Doronicum Pardalianches Bunch of Gold flowers in late May and June with the bright canary yellow, daisy-like flowers which have made the earlier doronicums popular. The clumps grow from twenty-four to thirty-two inches tall, and the long stems make the flowers especially useful for cutting. As no plants seem to be available, this, too, must be started from seeds.

The flowers of Phlox Daily Sketch are a light salmon pink with a carmine eye. They are borne on large trusses and each individual bloom is especially large. Leo Schlageter, bright scarlet; Count Zeppelin, pure white with a crimson eye, and Ethel Pritchard, French mauve, are other good introductions, but Daily Sketch seems to lead the group.

Tritoma Tower of Gold, a new variety from England, is vigorous and free-flowering. The blooms are borne on large, golden yellow trusses in large numbers over a long season—from midsummer to October—and they keep well when cut. Mount Etna, a variety having large spikes of golden red blooms, is a second new tritoma.

Veronica Blue Spires gets to be two feet high, is bushy and upright in habit and produces deep blue spikes throughout early summer. The plants withstand hot weather.



# Wrapping Trunks of Young Trees

**Practice Aids in Preventing Injury to Newly Planted Trees from Sun Scald and Boring Insects—By J. M. Bennett, Superintendent of Parks and Forestry, Wayne County, Mich.**

Wrapping the trunks of newly planted trees has been practiced by the board of county road commissioners of Wayne county, Michigan, since 1922. This is done to protect the trees from sun scald and boring insects. Only thin-bark trees, such as maples and oaks, are wrapped, the bark of elms being sufficiently thick to withstand exposure to the sun. Also, elms have not yet been seriously affected by borers.

Thin-bark trees which have been growing in the more or less shaded condition of nursery rows are frequently subject to sun scald when transplanted to an open situation. The damage resulting from this is often serious and if the trees are not completely girdled the open wounds offer ideal places for insects to deposit their eggs.

Wrapping not only prevents sun scald to a considerable degree, but it also prevents adult boring insects from laying their eggs at any place on the bark. Most injurious beetles appear in May and June, and a protective covering should be applied to the tree trunks before this time or in early April. The paper may be allowed to remain until it weathers away, which may require two or three years. If at that time the trees are sufficiently well established and vigorous they need not be rewrapped, although in

some instances a covering is advisable for five or six years.

The material used is fibretto sheeting paper and 3-ply jute twine. This paper may be purchased in rolls three inches wide and 135 feet long ready for use. The twine is sufficiently strong to hold the paper in place until it weathers away, but as the trees grow it will part before it girdles them.

The paper is wrapped in a spiral manner beginning at the base of the trunks, each turn overlapping the previous turn by about one-half the width of the paper. It is seldom necessary to extend the covering beyond the first branches or to a point where the trees will shade themselves. The average height of paper on a tree of 3-inch diameter is about six feet. The twine is first knotted at the top and then wound spirally downward to the base, whence it is cross wound spirally again to the top and tied with the original end in a square knot. The twine should be wound and tied firmly.

A record showing the actual benefit of wrapping has been difficult to keep, although it is known that many trees have been saved in this manner. In one instance several hundred maples were left unwrapped and over a period of about three years the loss was twenty-five per cent. In a similar situation where the trees were

wrapped the loss was about eight per cent. According to this and other observations, the loss through wrapping should be reduced by at least ten per cent and probably more.

At the present time the cost of wrapping a 3-inch tree on the basis of a full day's work is about 17 cents. This includes labor, material and all overhead. Any reasonable variation in the cost of paper or labor will make but slight difference in the total cost.

Experiments are now being made with a wax preparation, which is sprayed on the trees. This may prove cheaper and more effective in preventing damage by sun scald and boring insects, but it has not yet been used sufficiently for accurate and positive conclusions. Wax would also have the advantage of being less unsightly than paper. However, until more information is available regarding the wax, the use of paper is recommended as a thoroughly tried and proved procedure.

ALL taxpayers are granted until April 1 to file returns under section IX of the social security act. This applies to the 1936 annual payroll for employers of eight or more persons. Meanwhile another hearing was given the A. A. N. committee February 3 on the agriculture classification of nursery labor.



Paper Wrapped Spirally Upwards, Twine Wound Down to Base, Then Crosswound Up to Top and Tied.

# Up-to-date Merchandising

*Methods of Selling That Yield Profits to Nurseryman and Satisfaction to Customers—By J. Frank Sneed*

If we go back twenty years or more, we recall that ninety per cent of the retail nursery business was handled through agents. Those knights of the road traveled in buggies or on horseback and represented (or misrepresented) a large grower or dealer of nursery stock. We should pay homage to those pioneers throughout the west and southwest, for they not only made the public tree-minded, but taught the people to grow fruits and flowers.

A number of firms are doing a profitable business through agents at this time, but do not have the former volume of business and, on account of heavier traveling expenses, must send out a higher type of salesman or landscape gardener and get a fair price for their products.

## Older Ways.

We nurserymen have followed in the footsteps of big business. Our next step to market our products was through catalogues, which still sell a large volume of business, covering the lighter grades of shade trees, fruit trees, small fruits and shrubs.

Several firms are doing extensive radio advertising by using specialties to get a volume of business, but their sales have been cut down to a smaller area, since the radio commission regulates the power of each station so that it does not interfere with neighboring stations.

During the past ten years nurserymen looking for an outlet for their surplus have entered the department stores. At first all plants were handled with bare roots and were practically a total loss to the consumers. Most stock is now packed in moss or shingle tow and wrapped with wax paper. Some stock is dipped in paraffin and packed in paper cartons with a beautiful picture of the shrub or rose on the outside. This method of merchandising can be improved in many ways, especially in regard to the quality of the stock offered, but most important of all in the way it is handled from

Address on "Up-to-date Methods of Merchandising," by J. Frank Sneed, of the Sneed Nursery Co., Oklahoma City, before the Oklahoma State Association of Nurserymen, last month.

the time it leaves the field until it reaches the garden where it is to be planted. Plants which have been devitalized and do not grow will kill the outlet for marketing through the department stores. It is of vital interest to the nurseryman selling through these channels to see that they are equipped and have the proper facilities for handling his products.

## The New Way.

As I travel over this great southwest it is easy to locate the progressive nursery dealer in any community. He has located his place of business convenient for the public. He handles only first-class stock and gets a fair price for his plants. He adds enough to the price of each plant for professional services which he renders to his customers throughout the year or he makes a special charge for these services. You will also find this dealer is well read, a good collector, and discounts his bills or pays them promptly. His nursery buildings and grounds are kept neat and clean and are made inviting to the public by an artistic planting around the foundations. The stock offered for sale is plainly marked, neatly arranged in rows or groups and kept in first-class salable condition.

This nurseryman can arrange a beautiful planting around a customer's home. He should have a yard service through the summer months to look after the cultivation, spraying and pruning of the plants, so that his stock will thrive and he can keep contact with his customers until the fall season begins. But don't forget to charge for these services according to your ability.

## Summer Planting.

Summer planting has been practiced for several years in the southwest, with fairly good results, but on account of the added expense, most nurserymen have not pushed it. We have been afraid to pass this expense on to the customer. Our worst months for summer planting are June and July. Planting through these months can be made pleasant and profitable by the use of pots made from roofing paper. Roses, shrubs, fruit trees and

## AMERICAN NURSERYMAN

perennials can be planted in these pots according to the size of the plants. A Kansas City nurseryman enjoys a large and profitable business by selling roses, crape myrtles and other shrubs in full bloom to his customers by this method.

The nursery business is much like any other business in that you have to please your old customers to get new ones, sell your services along with your products, collect your accounts when due, meet your bills promptly, hire the most efficient labor you can secure and pay them what they are worth. Let your men be proud of the organization they are connected with.

## WHITE PINE SEED.

After three series of experiments with the germination of white pine seed in northern Michigan, it has been found most satisfactory to stratify the seed in moist, sterile sand outdoors during the winter and then plant in the spring, rather than to plant in the fall or to store dry and plant in the spring, states the Michigan agricultural experiment station bulletin. Fall planting requires excessive costs for rodent control and spring seeding of dry-stored seed results in uncertain germination.

## Business Is Good!

This issue carries the most advertising of any number of *The American Nurseryman* in six years — 50% more than last year.

## DEMAND FOR STOCK IS STRONG

But buyers can't know what you have to sell unless you tell them. What you have in supply, somebody else may be looking for. Don't keep your stock—sell it, and grow more. That's the way to larger profits.

## Use The American Nurseryman

### Like This:

"We are getting splendid results from your magazine, receiving orders from Maryland to California from the ad we carry with you."—February 3, 1937

The only magazine reaching all the large buyers of nursery stock throughout the country—and read regularly and thoroughly. Let it serve you, too.

# Native Plants of Garden Value

*Second in Series of Articles on Neglected Opportunities  
for Nurserymen in Native Material—By C. W. Wood*

In the wide array of material in the genus *arabis* there is a strained effort needed to nominate most of the species to the role of good garden plants. There are notable exceptions, as in the case of *A. albidia*, which is deservedly one of our most popular spring-flowering plants, though usually erroneously listed at *A. alpina*. But that is another story, for *A. albidia* is not known to be a native of America, according to my textbooks, though *A. alpina* does occur in some mountainous sections here. Anyway, an *arabis* is often more interesting because of its foliage rather than its flowers, and foliage must be really ornamental to overcome the effect of poor flowering effort, if a plant is to be classed among the elect. For these reasons among others, one can always look upon an *arabis* with suspicion until it is known to possess qualities to make it of garden value. The foregoing conclusions are based upon a good many trials, most of which have resulted in mediocrity.

So far as America is concerned, its contribution to *arabis* aristocracy is quite limited. The only eastern form of my acquaintance with any great amount of merit, *A. Holbælli*, has proved to be more or less biennial. The plant grows eight inches or more high and bears its lavender pink flowers in June—scarcely a performance to compensate for its biennial nature.

The west has, however, a number of good wall cresses, perhaps the best of the lot that I have seen being *A. Breweri*. This comes, I believe, from the high peaks of the Sierras in California, though I had my seeds from England. It is a small plant, making neat tufts of grayish leaves, over which are displayed in June sprays of deep purple flowers. I lost my plants during the spring of 1936, no doubt because of poor drainage in that particular frame, for it is said to be easily grown when given perfect drainage. Perhaps a scree would be the best place for it. This is a plant of much promise and will undoubtedly become a popular rock garden subject when it becomes better distributed and its culture is more fully understood.

The west holds at least one more *arabis*, *A. Lemmonii*, that we should have for trial, though I have never been able to secure seeds from any source. Rydberg refers to it as being found in the submontane and montane regions of the Rockies, where it grows about six inches high, producing its pink flowers in July, while European literature refers to it in the same terms except that it blooms in early spring. In any case, we should have a chance at it.

## Arenaria.

It is probably unnecessary to say much about the popular *Arenaria verna* and its varieties *cæspitosa* and *propinqua*. It may be pointed out, though, that growers in warm sections who find these plants burning badly in sunny situations will find a more heat-resisting form in variety *aurea*.

I should like, however, to call attention to another native, *A. stricta*, which should be found useful over most of the country except the extremely hot spots. This *arenaria* is found over a wide stretch of the United States, extending from New Hampshire to Minnesota, as far south in the east as South Carolina. Variety *texana* is found in Texas. I have never had the latter, but the type is an excellent plant for rock garden or edging. It serves an entirely different purpose than that of *A. verna* or any of its forms, its diffusely spreading, leafy stems to a height of three inches or such a matter producing an airy effect that is all to seldom found in our gardens. This tuft of emerald is a beautiful ornament throughout the year, but the crowning glory of the plant comes in the six weeks or so of early summer when it is studded all over with little white stars. If it is cut over directly after the regular flowering period, it may be induced to repeat the spectacle in late summer, though usually on a smaller scale. According to experience here, this is a plant for the masses, not spectacular in the usual sense of that term, but a plant of wide uses in partial shade or full sun, doing well under average garden care. It comes readily

from seeds, and cuttings root without much difficulty.

## Arnica.

I always think of *arnica* in much the same terms as Farrer used in castigating *edelweiss*, no species that I have grown being worth the bother it requires to keep it going in lowland gardens. A plant grower has to think of other than his own likes and dislikes, however, and so long as people let the legendary matter that has grown up about plants like *leontopodium* and *arnica* influence their buying habits, we shall have to grow *arnica*. None is of really easy culture, though most may be grown in a rather haphazard manner, which is sure to produce indifferent results, but well done plants are to be had only at the expense of special care. First of all, they require a rich, moist soil, and all that I have grown seem to prefer one on the acid side. All are hardy and have flowers more or less like a *calendula*. Seeds germinate quite readily, especially if given the benefit of frost action, and seedlings make fairly rapid growth under the conditions named in the foregoing. The following American forms are the best of native species that the writer has seen: *Arnica alpina*, *arcanica*, *Chamissonis*, *Jonesii*, *fulgens* (spoken of by some horticultural writers as growing only in the high mountains while, as a matter of fact, it runs down to the plains, and material I had from South Dakota, a few years ago, seemed more tolerant of dry conditions than most), *louisiana* (from Lake Louise and not the state of that name) and *tomentosa*.

## Artemisia.

It would take not a little figuring to find the total of *artemisia* species in North America, and the result would give one little satisfaction, for few of them are available, and perhaps fewer still would be of garden value. One author describes seventy-one species from the western plains and the Rocky mountain area, some of which spread out over most eastern parts. Although it would be too



much to expect all that vast number to be of ornamental value, I am, judging from the dozen or more which have passed through my hands, hopeful of good things to come when others become available.

Of the so-called perennials, as differentiated from the shrubs and subshrubs, *A. frigida* is about the best native that has been in my garden. Even it is woody at the base, sending up stems to a height of six inches or, in other cases, as much as two feet, depending largely upon how much nourishment there is in the soil. These arching stems are clothed in silky, silvery, much divided foliage, making an outstanding wall plant and an ornament in any sunny spot where the drainage is perfect and the soil never too moist. I am convinced that the complaints emanating from gardeners to the effect that this plant is not permanent can be traced to too much damp at some period of the year. Given a place in a wall where no excess moisture ever stands around it, the plant is as steadfast as one can expect. It is usually of lower stature and generally just as silvery as *A. Bigelovii*. There are others hidden in the mountains of the west which we could use in our gardens if we can get at them.

Of the ones which botanists classify as shrubby, *A. minuta* from the plains of Alberta, Canada, is a pleasing little silvery thing, usually not more than four or five inches high and thriving under the same conditions as recommended for *A. frigida*. One of the western sagebrushes, *A. tridentata*, makes a pleasing specimen in the shrub border and is also useful in many

other ways, the most unusual method of employment that I have seen being as a hedge plant. It is quite inconstant in its height; some specimens on the western plains were noted as high as ten feet, and others were perhaps higher than that. Plants in eastern nurseries and gardens are usually much smaller, and one 6-year-old plant in my garden is not over a foot high. No doubt vegetative reproduction from selected plants would give a more uniform height. Practically all kinds grow readily from cuttings, the herbaceous forms from green shoots in spring and the shrubby kinds at almost any period of spring or early summer, best results coming from cuttings rubbed off with a heel.

#### Asarum.

There seems to be a feeling among gardeners that our native ginger needs near-bog conditions to do well, when the real fact is that it will do well in almost any shady spot in a soil that is rich in leaf mold. I have transplanted specimens from an always wet cedar swamp to my dry garden with perfect success. Where a tropical-looking ground cover for densely shaded places is desired, it would be hard to find a better plant than this wild ginger. Yet one seldom sees it in gardens. It is a stemless plant, growing from a creeping rootstock, with large kidney-shaped leaves and brownish purple flowers borne under the leaves near the ground. Even though the flowers are thus hidden from all but the curious, the leaves are of so much decorative value that the plant appeals to most gardeners. It is well to remember in this connection that gardeners are advancing rapidly in their appreciation of the value of foliage, and plants which could not be given away a decade ago find ready sale today.

#### MINNESOTA LEADERS.

The Minnesota State Nurserymen's Association starts its second decade under the leadership of two of the most prominent nurserymen in the state as president and vice-president.

R. D. Underwood, head of the Jewell Nursery Co., Lake City, has been active for years not only in the state, but in national organization matters as well. His clear thinking

and keen ability to express himself are apparent not only on the convention floor, but also in his writings. The Jewell Bulletin is welcomed by many for the illuminating paragraphs from his pen. The Jewell Nursery Co. has grown to one of the largest wholesale nurseries in the country under its present head and his father, J. M. Underwood, who founded it with his brother-in-law, Dr. P. A. Jewell, in 1870. After the death of Dr. Jewell in 1879, the business was incorporated with J. M. Underwood as president in 1880. The hardiness of the stock produced in that region is indicated by the warmth of the overcoat the Minnesota president wears.

John K. Andrews, vice-president of the Minnesota association, is a partner in the Andrews Nursery Co., Faribault, started in 1872 by his father. This firm is said to be the largest grower of raspberry plants in the country, and its output of the famous Latham is between two and three million plants a year. The high standard of stock produced has won comment from the state inspector and customers alike. In addition to its wholesale raspberry plant trade, the company grows and distributes general nursery stock at retail. The business has steadily expanded until now the company operates somewhat over 1,000 acres, of which 100 acres is a commercial orchard. A 10-ton refrigerating machine has lately been installed in the storage house to be used for apples in the fall and to hold nursery stock in a dormant condition for late spring planting. Mr. Andrews reports retail business booked now is fifty per cent greater than a year ago, and prospects are good for stock to be well cleaned up by next June.



R. D. Underwood.



John K. Andrews.

# Plants as Articles of Merchandise

*Changes in Customers' Tastes Require Trade's Consideration in Selection of Items for Propagating and Sale—By George Graves*

While I admit the basic truth of the statement that the nurserymen's is in one sense a luxury business, I am not prepared to give in to the idea that ornamental horticulture does not contribute something real to the life of any community, that money spent for nursery products is ephemeral in the duration of its effect or is in any sense wasted. One can satisfy himself readily on this score by noting the tremendous increase in horticultural interest on the part of the general public during the depression years. Call it escape mechanism or what you will, there is proof that you are delivering something real, though possibly something intangible—one of those realities that cannot be weighed on the point of a shovel. Another depression lesson has been that any type of legitimate business which can support a pay roll is not nonessential, is not a luxury. If you don't follow this argument, just ponder over the cosmetic industry for a few moments.

But I started out to talk about plants. To you, plants are articles of merchandise. Not for a single instant can you forget this fact if your promotions are to be successful. You cannot afford to feel as does the new governor of Vermont, as quoted in an interview printed in a Boston newspaper last week, that it is too bad to have to sell plants after having gone to all the trouble of growing them. On the other hand, the regret of any nurseryman should, and often has, come at having the plants hang around unsold after they are ready for disposal.

## Honest Products.

Now, the starting point of any sound merchandising venture is an honest product. As applied to your case this means well grown, properly handled, accurately labeled plant material. And, what is probably more important, plant material which is in style.

From a merchandising point of view, this doctrine of obsolescence

which has done so much for the mechanical and clothing industries may be applicable to but certain phases of horticultural promotion. It most certainly is the lifeblood of the German iris or the hybrid tea rose business, and of any other type of plants which may be classed as consumers' items. That is, plants which wear out quickly. Then, too, there is money to be made in ballyhooing something new or something different. The pity of it is that too often such high-pressure merchandising gives little thought to sound horticultural tradition or to the accepted practices of good gardening.

That there is room for improvement of many of our less permanent plants, or for wider distribution of existing things of demonstrated superiority, cannot be denied. But there seems to be a dangerous trend under the working of the plant patent act toward forgetting that a novelty, in addition to being new and different, needs also to be superior to that which was before.

## Changes in Taste.

Recently, I have been sampling the opinions of the men whom I consider to be the best informed as regards woody plant material for New England. The results of this survey are interesting, and I offer them to you now as the present style in one phase of your business, that phase which has to do with durable goods.

First, weeping trees and other top-worked monsters such as the umbrella catalpa seem to have gone the way of the cast-iron dog and the hitching post. Even the Japanese maple seems in danger. What few weeping trees are now in favor seem to be such as the Japanese cherry grown in natural form; that is, as a large tree with an erect central leader from the ground. Sargent's hemlock is also holding on and even increasing in popularity. Then, too, this seems to be an era of single or natural flowers. The P. G. hydrangea and the snowball viburnum have given way to varieties bearing type flowers—species lilacs are gaining in popularity. Along with this, and probably by the same mental process, goes a dislike for color forms,

particularly yellow or variegated-leaved forms and extreme cut-leaved forms.

Opposed to this idea are a yearning for vivid autumn coloration and an increased appreciation of the garden value of fruits and berries.

The movement in conifer preference is toward reselection and simplification. Many of the forms of American arbor-vitæ and chamæcyparis are definitely passé. Only dark green or pyramidal forms of thuja seem valued at the moment. Of the chamæcyparis most of the pisifera varieties and all of the larger plumosa forms, except the type, seem slated to go. Some of the obtusa varieties are retained for rock gardening. The yew and the hemlock seem to be coming into their own. Among the several forms of yew and hemlock are found substitutes for globe arbor-vitæ, box and hollies.

Certain slow-growing conifers, together with many deciduous shrubs of small stature, are being more and more recognized as fit material for rock gardens.

## Demand Changes.

Public demand is also forcing better propagation methods. Own-root plants of such things as the lilacs, the barberries, Viburnum Carlesii, etc., are to be standard.

The great wave of fervor for roadside development has increased interest in the native landscape, or at least in the physiognomy of the native landscape. This means that the planter is becoming more aware of the importance of ecological considerations as hints to successful culture.

More order is coming in lists of deciduous shrubs. It is being realized that the full garden range of some groups can be displayed in a few forms and that not much would be lost if all but typical outstanding variations of such things as philadelphus, lilacs, etc., were dropped. Just which varieties of certain species are best is an argument never to be settled. Worthy shrubs of recent introduction are being appreciated; for instance, the beauty bush is replacing the old-time weigela.

The evergreen hedge of yew, hem-

Address by George Graves, assistant research professor of nursery culture at Waltham field station of Massachusetts State College, before New England Nurserymen's Association, last month.

lock or arbor-vitæ seems to have a bright future. In fact, the whole hedge situation is receiving considerable rethinking.

Upright forms, such as those of the sugar maple, English oak, European beech, tulip tree or certain conifers, will in better gardening soon displace the disease-ridden, rapacious-rooted Lombardy poplar. The apple tree on typed understocks is just around the corner. The tree peony on its own roots—as it should be—is about to appear. The last group was well developed by the opening of the Christian era, but is just now receiving serious consideration with us.

So there you have a tabloid statement of what your customers and their advisors are thinking about when they think of woody plants. And, unless I am seriously mistaken, it is what you, too, must think about if you are to succeed in getting their dollars.

#### FRUIT PRODUCTION.

Better growing conditions, increase in bearing acreage and larger planting favor a prediction of larger fruit production in the next few years, according to information recently released by the bureau of agricultural economics of the United States Department of Agriculture. The possible decline in apple and peach production will probably be offset by the increased citrus output. Pear supplies are probably stable at present levels and there may be a slight increase.

Outlooks for the entire fruit industry will be fundamentally influenced by the level of consumer income, inasmuch as the total income from fruits depends upon consumer buying power. Consumer demand for all fruits is such that large crops tend to result in the same income as do small crops, with some exceptions. With per capita production as an index, it appears that the consumption of all fruits on a per capita basis has been increasing slightly during the past decade.

World production of most fruits is increasing, and consequently keener competition may be expected in world markets. If the quality of American fruits continues to improve, a profitable outlet should continue in foreign markets.

## Planting the New Home

*Problem of Adequate Landscaping Important to the Home and to the Owner as the Nurseryman's Customer*

Here is a problem that I believe is confronting all retail nurserymen. In our town of about 12,000 people approximately 100 new houses have been built during the past year. I believe everyone of these new home builders knew they should have some planting about their homes, but most of them made no provision for it.

Let us take a typical example of a couple who want to build a new home. They first go to an architect, who draws the plans of the house they decide upon. Then the contractor figures the cost of the house, which we will say is \$4,000. No one so far has thought about landscaping or about what it would cost, except that it should be done, and no money has been provided for it.

This couple has about \$1,000 cash; so they make an F. H. A. loan for \$3,500, which will leave them about \$500 cash for extras about the house and some new furniture. The contractor starts to build. A few little changes are made in the plan—French doors are used in the living room instead of windows; another room is papered instead of plastered, and a few other changes are made, none of which the couple think will add much to the cost.

The house is completed. Most of the \$500 has been spent for extra furniture, shades and other things necessary for a new house. All the bills are brought together and the couple find that the contractor is claiming an extra \$200 or \$300 for changes in the plan. The plumber has used extra pipe; the electrician has used more expensive fixtures, etc. Now the new home owner not only owes a \$3,500 F. H. A. loan, but also an extra \$400 or \$500 which he doesn't have. This has happened in many F. H. A. homes that I know about.

Now, just suppose that you or I go to this man and tell him he should have a complete landscape job costing from \$150 to \$200. You know what the answer will be. He will say, "I want just as little as I can get by with,

just something around the front." Then we put a couple of pyramidal arbor-vitæ at the corners and a Pfitzer juniper on each side of the front steps, fill in between with Spiræa Vanhouttei, and charge him \$12 or \$15.

Whose fault it is that we did not get to sell this man a complete landscape planting, I do not know. Maybe the couple building the house just didn't have enough cash before they started to build. We must work out some way that new home builders will be able to build their homes and then have enough money for a complete landscape job.

We need in some way so to impress upon prospective home builders that the landscaping of the home is just as important as any room in the house that they will make provision for the landscaping in their plans.

We should be so before the home builder that he would come to us, even before he had the architect draw the house plans. We should be in position to tell him where to locate the house on his lot, taking into consideration the existing trees, shrubs and natural features. We can tell him the best exposure for each room that will give the best views and most sunshine where needed, where the garage would be most out of view, and even in some cases what type of architecture would be most suited to his surroundings. Also, we could give him an approximate figure on the cost of planting as it should be done. Then the home builder can go to his architect and have the plans drawn as he desires. We shall have plenty of time to work out a plan that will best suit that particular house and surroundings. This man is now landscape-conscious, and he will provide the money necessary to do a complete job. This type of planting will be a fine living advertisement of the type of business we are doing. We can expect future business from this man and those who see his home.

Let us all work on this problem and try to put ourselves before each prospective home builder so that he will give us the amount of consideration that he does the furnishing of the interior of his home.

Talk by J. F. Varnell, of Easterly Nursery Co., Cleveland, Tenn., before annual meeting of Tennessee Nurserymen's Association, last month.



# What Have You Learned?

*Retail Nurseryman Appraises Lessons from the Depression Years—By A. C. Hanson, Hawks Nursery Co., Wauwatosa, Wis.*

Speaking of the retail division of the nursery business, what have you learned during the past five depression years, you who have survived?

As one of many who have gone through the business wringer and whose business since 1931 has been in a cockeyed tail spin, I am ready to admit that I was slow to recognize a changing order of things and am willing to concede that age-old preconceived ideas and notions are no longer to be depended upon as a business compass or guide.

Today, as I see it, reputation and many years in business do not carry the weight we thought they did. Why? Because there is not much in the way of good will that a retail nurseryman can bank upon, as has been so definitely proved by the lull or almost complete suspension of his business for five years.

In other words, we have lost contact with the buying public. Grandfather, father and son may have dealt with our particular company, but the younger generation of a marriageable age, establishing new homes, now do not recognize our firm name as meaning much to them. In fact, it was illuminating to me to find how many of these younger people openly admitted they had never heard of an institution which has done business seventy-five years in the county in which they live.

Shortly after the war, a land boom reached its peak along in 1923 and 1924 and carried the nursery business to unprecedented heights along with it. We were due for a slump in 1928, but the momentum carried through into 1929, and from then on everything slid from under us.

Much has been said in the past, and much will be said in the future, about the law of supply and demand, but I have learned to have a most wholesome respect for a term called "buying power," because no matter what the supply may be or how keen the demand, if the buying power is not there, there can be no tangible result from sales effort.

The pyramiding of sales from 1921 to 1929 bred in the minds of

many a false sense of security. In fact, some of us felt we were impregnate from a business standpoint and developed a lot of ego because of an unhealthy sales volume, somehow getting the idea we were directly responsible for a condition with which we personally had nothing to do from a creative standpoint. In other words, we became mere order-takers. Ordinary agents became supermen in the sales field and we, the heads of organizations, began to swell up and take credit for something that we had no right to. How beautifully was this proved when things began to go from bad to worse in 1931! Our company scraped bottom in 1933, while some others did not reach it until 1934.

I have absolute evidence of what I am talking about relative to decline in volume, for on their own letterheads certain firms have written me that their volume in 1934 declined to as low as one and one-half per cent of the 1929 volume. This was not in a few instances, but many.

It brings to mind a peculiar paradox in a comparative way, to illustrate my point. How helpless the League of Nations has been when something vital is at stake, as was proved in the Ethiopian case last year! That kind of organization functions beautifully when there is no trouble upon the horizon. And how equally helpless are the national nurserymen's association and the state and local associations with respect to control of price and business ethics when real trouble appears upon the business horizon! Did not practically every grower offer at retail almost any kind of nursery merchandise at wholesale prices, or below, during the past three years? An absolute case of self-preservation, no doubt about that!

Another thing I personally got out of this business maelstrom was being forced to admit that, like myself, many other heads of a business, be it large or small, in the boom years left sales and many other things of importance to subordinates, and to a large extent got completely out of touch with their organizations

in the office and in the field except in a casual, general way. In other words, we were not prepared to meet the situation when it came as we might have met it had we not become softened and out of tune with things.

I for one have learned, and am ready to admit, that no head of an organization, little or big, can afford to be out of touch with the intimate details of what he is trying to direct.

Since the retail business is largely a creative business, our volume depending upon new business from new customers each year, everyone from the head down must be on his toes and not afraid to work and not ashamed to go into the field and talk up business.

I know it took me a while to get the right point of view, but once I got it, I applied the idea and find that real hard work, real intensive intelligent sales effort the past year has produced results far beyond my most sanguine expectations at the beginning of the current year. In other words, it simply comes down to this, that if you are going to be the head of or the leader of even a small organization, you must show the way by the interest you yourself take and the results you obtain, thus proving to your subordinates and others who work with you that it can be done when you really try with your whole heart and soul in it.

In simple English, then, in answer to a question often put to me, "Whither does the trail lead?" my reply is, "Forget, if you can, what is back of you; dig in and go to work."

ZINC-LIME with arsenate of lead appears to be a satisfactory spray for protecting peaches against rose chafer. Fluosilicates plus sulphur, in equal parts, constitute a satisfactory dusting mixture for small plantings. Derris, five pounds to 100 gallons of water, plus spreaders was found to be a satisfactory spray on berries and similar crops, where arsenicals would leave a dangerous residue, reports Michigan State College.

# Trends in Fruit Varieties

*Advent of Better Sorts and Changes in Demand Cause Constant Shift in Commercial and Home Orchards—By Richard Wellington*

The trend of fruit varieties should be considered from two standpoints, namely away from and toward. Between the two is a neutral or trial ground where one man's guess is as good as another's. Varieties have and will continually change, even though the change may be so slow as not to be perceptible at any one time. A review of century-old publications will quickly prove that most of our varieties are comparatively new. The causes for the changes are numerous; in some cases it may be due to the advent of a better variety, and again to the change in demands. A severe winter like that of 1933-34 may step in and make up the minds of the multitude. I am sure all of us realize that changes are taking place and that we must adopt our programs accordingly.

In this discussion of varieties, only changes that have occurred during the past twenty-five to thirty years are given consideration. In fairness to others, I should add that my statements are based largely upon the findings of many growers and investigators.

## Apples.

Apple varieties that have slipped or are slipping in New York due to some inherent weakness are Alexander, Baldwin, Bellflower, Boiken, Early Joe, Esopus Spitzenburg, Fall Pippin, Fameuse, Gilliflower, Golden Russet, Hubbardston, Jonathan, Oliver (Senator), Primate, Red Astrachan, Red June, Roxbury, Stark, Sutton, Tolman Sweet, Wagener, Westfield, Williams, Winter Banana, Wolf River, Yellow Newtown and Yellow Transparent. Some of the southern varieties, such as Arkansas, Arkansas Black, Grimes Golden, Stayman Winesap, Willow Twig, Winesap and York Imperial are not mentioned, as they should never have been planted in the first place.

Varieties that can be easily over-

planted are Ben Davis, Delicious, Duchess of Oldenburg, Golden Delicious, Opalescent, Twenty Ounce and Wealthy.

Of the standards, McIntosh is without question the leader. However, it has serious faults and will be rapidly replaced as soon as a better variety can be found. Rhode Island Greening, the standard culinary apple, is receiving less and less consideration by the growers. The high-quality Northern Spy, regardless of its faults, is gaining interest where a good-quality Spy can be grown. Cortland has become a commercial variety and will be planted in normal numbers for some time to come. As a rule, the McIntosh seedlings have attracted more attention than seedlings derived from Delicious and other varieties. Early varieties can always be easily overplanted, but there will be some demand by local markets for the early-maturing McIntosh seedlings, such as Melba, Early McIntosh and Milton. McIntosh seedlings still on probation are Lobo, Macoun and Kendall. Lobo is probably better suited to localities south of the McIntosh areas, as it hangs to the tree better than its parent. Lodi, a Yellow Transparent seedling, will probably take the place of its parent, as its fruit is larger and the tree is an annual bearer.

Many new apples are appearing every year, but nothing particularly promising can be mentioned.

Many red sports are coming to light. Not all are superior, especially in all districts, and therefore they must be approached with caution. In those districts where color is normally poor, they warrant particular attention. Where color is normally high, the sports are sometimes less attractive than their parents. The red sports, if grown, are likely to cause confusion, since no method has been found to distinguish the young trees of the sports from the normals. To avoid complications, the nurserymen who grow red strains must use extra caution in keeping their stock well labeled. Varieties that are prone to sporting are Delicious, Duchess, Gravenstein, Twenty Ounce, Northern Spy, Rome and Stark. Other varieties that occasionally sport are Baldwin, Ben Davis, Jonathan, King, Stayman and Wealthy. As the sports are not all alike, care should be used in their selection.

Among sweet apples, the Sweet Delicious, due to its attractiveness, size and quality, warrants watching.

Of the newer crabs, Dolgo and Young America are recommended for trial.

## Pears.

Less change has taken place in the pears than with the apple. Of the newer varieties, the Gorham, a late Bartlett type, is attracting particular attention. Gorham ripens about two weeks later and will hold in storage

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## SHENANDOAH NURSERIES

A. F. Lake  
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Sec.-Treas.

Summary of paper presented by Richard Wellington, of New York agricultural experiment station, before recent meeting of New York State Nurserymen's Association.

until the holidays. Further, it makes a good canning, as well as a dessert, pear.

#### Peaches.

Many varieties of peaches have come and gone during the past quarter-century. As the peach tree is short-lived and comes into bearing early, it is easier to make changes than with the apple and pear. In 1908, the New York experiment station planted about 500 varieties in a test orchard. Many were duplicates, or at least belonged to the same group, but many were distinct varieties. Time does not warrant combing this list like the apple.

Elberta is still the standard and will be until it is replaced by a hardier and better-quality peach. Some of the newer kinds that bear watching, but can easily be overplanted, are Marigold, Oriole and Golden Jubilee, early yellows originated by the New Jersey experiment station. Elberta seedlings from the Vineland experimental farm of Canada, which ripen ahead of their parent by about ten to twelve days, are Vedette, Valiant and Veteran. In Canada, where these earlier varieties do not have to compete with southern-grown Elbertas, they are attracting much attention. In New York they will probably be grown for the home and local markets. Halehaven bears watching, but at present Candoka and Halberta have not proved superior to J. H. Hale.

#### Plums.

The plum industry has slipped badly during the past thirty years, and it is most unfortunate, since the plum can be grown successfully in New York. Part of the blame is passed on to the housewife who prefers to spend her time outside of the kitchen, and part to the growing of poor-quality varieties. There is little question that varieties of superior quality will aid in improving the popularity of the plum. Some of the European varieties that have slipped are Archduke, Bradshaw, Diamond, Duane, Empire, German Prune, Grand Duke, Gueii, Hudson, Lombard, Pond, Quackenboss and Smith Orleans. Japanese varieties that can be added to the list are Chabot, Climax, Earliest of All, Red June, Simon and Wickson.

Of all the prunes, the Italian, also

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## ROADSIDES

### THE FRONT YARD OF THE NATION

By J. M. Bennett

Superintendent of Parks and Forestry  
Board of County Road Commissioners, Wayne County, Mich.

Beautification of highways by the planting of trees, shrubs, vines and flowering plants has been immensely stimulated by government appropriations for relief projects in recent years. Such work deserves the support of everyone interested in horticulture for its own merit and for the interest it engenders in the motoring public in such plant materials for private landscape use. Here is a book explaining what is being done and how. You should keep posted yourself and be ready to help your community in such projects.

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known as New York State and Fel-lemburg, is the standard. Due to an increased demand for this fruit, the Italian will undoubtedly be in demand for a long time. Reine Claude is still the standard canning sort. Of the newer varieties, Stanley, a half-prune type that ripens about one week before Italian, has possibilities. As in all new varieties, unexpected weaknesses may appear. Japanese types worthy of trial are Formosa and Santa Rosa, but not many Japanese plums should be grown. French, the largest of the Damsons, deserves more notoriety.

### Cherries.

A few of the old sweet cherries, as Coe, Governor Wood, Early Purple and Eagle, can be eliminated without much loss. Black Tartarian, Yellow Spanish, Napoleon, Schmidt and Windsor are still standards. Bing and Lambert crack so badly that they are of doubtful commercial merit. A few promising newer kinds are Seneca, a very early black; Early Rivers, a second early black; Lyons, a large early black; Victor, a large light-colored cherry, ripening before Napoleon; Emperor Francis, a firm-fleshed, light-colored variety, and Giant, a firm-fleshed, large black. All of these newer varieties are still on trial and cannot be recommended for general planting.

### Grapes.

Concord, still a standard grape, should not be pushed until market conditions warrant expansion. Niagara is the standard white, but was and can be overplanted. Delaware, Catawba and Worden will also be planted to a limited extent. Fredonia, an early-ripening black, holds the

limelight just at present. It should replace the old blacks, such as Champion, Moore Early, Campbell and even Worden. Portland and Ontario, two early whites, have become standards and are preferable to Winchell. Sheridan, a late black, and Golden Muscat, a late white, should be grown to a limited extent where Catawba ripens well. Many varieties, such as Barry, Brighton, Caco, Champion, Cottage, Eaton, Gaertner, Goethe, Lindley, Lucile, Lutie, Martha, Salem and Wyoming, have no commercial merit and either are or soon will be replaced by superior sorts.

### SURVEY OF APPLE YIELDS.

York Imperial is the leading apple variety grown in the central eastern apple belt, according to preliminary results of a survey by the bureau of agricultural economics of commercial apple production in Virginia, West Virginia, Maryland, Pennsylvania and Delaware. York Imperial led both in yield and in average gross income from an acre of orchard. Ben Davis ranked high in yield, but was lowest of the twelve most important varieties in money return from an acre.

Results of this study covering the four years 1931-34 have just been published by the bureau in cooperation with the Farm Credit Administration. Because of drought, the period studied was one of subnormal production and therefore the study is to be continued.

This current report shows a wide range in average yields per acre of the twelve leading varieties of apples, with York Imperial at the top of the range, outyielding Winesap at the bottom by more than two to one. Be-

tween these two varieties, in descending order of yield are the varieties Arkansas, Ben Davis, Grimes Golden, Stayman Winesap, Williams, Rome Beauty, Jonathan, Delicious, Yellow Transparent and Yellow Newtown (Albamarle Pippin).

The average yield of York Imperial in the orchards studied during the four-year period was 158.9 bushels per acre, or 4.2 bushels per tree, as contrasted with an average for Winesaps of 68.6 bushels per acre, or 1.8 bushels per tree. These yields are for trees 10 years old or older. Considerable variation in yields was found for orchards of different ages and for different sections.

In most cases, heaviest yields were obtained from orchards which were 15 to 24 years of age, although a number of varieties yielded nearly as well at 25 to 34 years of age. Yellow Newtown did not attain its best production until 25 to 34 years old.

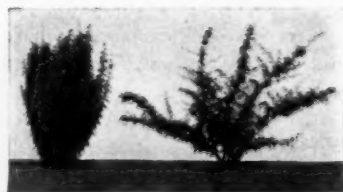
Of the more widely grown varieties, York Imperial was first in gross income per acre with an average of \$68.33 per acre. The Arkansas, however, which is of minor importance except in the Roanoke section of Virginia and in Delaware, had a somewhat higher gross income. Ben Davis was at the bottom of the list with an average production value of \$37.86 per acre.

SOME of the recently introduced fruits that already have been established as promising under Idaho conditions are Rockhill, Dorsett and Red Heart strawberries, Newburgh red raspberry, Riland apricot, Sweet Delicious and Orleans apples, and Hale Haven peach, reports the state department of horticulture.

## Truehedge Columnberry

U.S. Patent  
No. 110  
Propagation  
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*Berberis Thunbergii Pluriflora Erecta*



New Truehedge  
Columnberry

Common  
Barberry

Compare these 2-year-old plants

## The Plant Sensation of the Decade

The value of this wonder spire plant has been proven beyond a shadow of a doubt by the general acceptance of the trade. Over 500,000 plants being sold since introduction in the fall of 1934.

A rather limited supply is available for spring 1937. The established prices are as follows:

SIZE	WHOLESALE			RETAIL		
	Per 10	Per 100	Per 1000	Each	Per 5	Per 25
9 to 12 inches.....	\$1.40	\$11.00	\$95.00	\$0.30	\$1.15	\$4.50
12 to 15 inches.....	1.75	13.00	125.00	.35	1.40	5.75
15 to 18 inches.....	2.20	18.00	160.00	.45	1.75	7.50
1 1/2 to 2 feet.....	2.80	24.00	210.00	.60	2.25	9.75
2 to 2 1/2 feet.....	3.75	32.50		.75	3.00	13.75

The large complete book depicting the "Ready-Made" hedge is available upon request. Purchases may be made direct from the Cole Nursery Co. or from the following licensed distributors:

Adams Nursery, Inc., Springfield, Mass.  
Bay State Nursery, North Abington and Framingham, Mass.  
C. R. Burr & Co., Manchester, Conn.  
Henry A. Dreer, Inc., Philadelphia, Pa.  
Fairview Evergreen Nursery, Fairview, Pa.  
I. E. Hogenfritz Sons Co., Monroe, Mich.  
Jackson & Perkins Co., Newark, N. Y.  
Lester C. Lovett, Little Silver, N. J.

Mount Arbor Nurseries, Shenandoah, Ia.  
Princeton Nurseries, Princeton, N. J.  
E. D. Smith & Sons Co., Winona, Ont., Can.  
Stark Bros. Nurseries & Orchards Co., Louisiana, Mo.  
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February 15, 1937

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Associations

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Largest and  
Oldest  
Seedling Growers  
on the  
Pacific Coast

" "

18 Years  
Experience  
in Europe  
and 22 Years  
in America

We are taking this means to express our appreciation and thanks to our good customers for the business they have given us, and we wish to thank the new friends that made my visit to the different meetings I attended so very pleasant.

I arrived home pleased with the good reports our customers gave me and for the new business received.

I found some dissatisfaction among the nurserymen because they say that they cannot get the seedlings that they want and blame the American seedling growers.

Now if these same nurserymen would place their orders early and not wait until almost planting time before ordering, they would be assured of getting what they need.

As I said before at one of the nursery meetings in the east, we as American seedling growers are able to supply the trade in a satisfactory way if we get the orders in time to know how to provide ourselves with the necessary seeds to take care of the orders.

We are prepared with the land and seeds to take care of our share of the trade if we can only have your orders during the next few weeks, and if anyone is interested we will be glad to hear from you.

I would suggest to all seedling buyers not to wait until late in the season for your stock, but investigate before you place your order so that your order will be with a reliable grower.

There are seedling growers in the middle west as well as on the Pacific coast, and we know that we are able to take care of all seedling requirements if you will co-operate with us and send your order in early to whomever you are accustomed to deal with, so the seedling grower can plan accordingly. We should all want to keep American dollars in America and buy American-grown products if possible.

The prices we have been receiving the past two or three years I believe are satisfactory to the seedling grower as well as to the planter.

You all know it has been costing a little more each year to produce nursery stock than it did in the past.

We are willing to grow on contract at the prevailing prices. If you haven't placed your order, send it to us at once, or to your regular seedling grower, so we will know how to plan the seed planting to take care of your needs for next fall delivery. We aim to please.

Pacific Coast Nursery.  
By John Holmason

# Three Meetings at Trenton

**Eastern Council, Eastern Association and New Jersey Association Hold Important Sessions at New Jersey Capital**

The Council of Eastern Nurserymen, meeting at Trenton, N. J., on the evening of February 3, after three hours' discussion voted to approve the reorganization plan of the American Association of Nurserymen outlined in the January 15 issue of the American Nurseryman.

The report on the plan was presented by the two delegates to the Chicago meeting, Lester Scott and Robert Pyle. The vote was twenty-four to four. Those opposed to the plan were in favor of collection of dues through affiliated organizations, but the failure of that plan to work satisfactorily in other organizations influenced the majority.

## Eastern Association Meeting.

The Eastern Nurserymen's Association met February 3 at the Hotel Hildebrecht, Trenton, N. J., and elected the following officers: President, Carl Flemer, Springfield, N. J.; vice-president, L. C. Bobbink, Rutherford, N. J.; treasurer, Albert F. Meehan, Dresher, Pa.; secretary, Russell Harmon, Stroudsburg, Pa. Edwin Hoyt, New Canaan, Conn., the retiring president, was elected to the executive committee.

This organization, though small, exerts a strong influence in regional quarantine matters, particularly relating to the Japanese beetle. Ten members were added this year, making a current total of thirty. With a balance in the treasury, the sliding-scale membership fee was decreased for the ensuing year.

The most important topic of discussion was the Washington representative plan, presented by B. J. Greening, Monroe, Mich., chairman of the committee working on the financing of the project. He explained the various government bills which require vigorous action by the nurserymen to protect their interests. He reviewed these legislative problems, which have been previously presented in these columns. The plan for such representation at Washington was heartily approved.

The Japanese beetle quarantine was of next importance in discussion. Dr. T. J. Headlee advised patience on the nurserymen's part, saying that he did not look for much extension of the quarantine this year. L. W. Worthley presented a map of proposed extensions, chiefly spot quarantines in Ohio cities. Various nurserymen described practices which indicated how strenuous have been their efforts to destroy beetle infestations. J. H. Humphreys, of the Andorra Nurseries, gave figures to show the enormous loss in sales incurred through the elimination of business with distant points.

It was felt that some of these matters required official attention, and Albert F. Meehan announced he would present them on an early trip to Washington.

Dr. Richard T. White explained that the azalea flower spot disease is not likely to cause worry to nurserymen, since it exists mostly in wild areas and is spread chiefly by bees. R. T. Brown, chairman of the committee appointed to

investigate this disease, stated that it was not generally prevalent.

## New Jersey Association Meeting.

The two-day meeting of the New Jersey Association of Nurserymen brought a larger attendance at the Hotel Hildebrecht, Trenton, February 4 and 5, about forty being in attendance out of a membership of sixty. Officers re-elected are: President, Edward Phillips, Andover, N. J.; vice-president, Paul Hoverman, Paramus; treasurer, August Kindsgrab, West Orange; secretary, L. C. Schubert, New Brunswick.

The reorganization program of the American Association of Nurserymen was explained by President Clarence Siebenthaler himself. The time and work he has personally put on this undertaking were clear and aroused the appreciation of his hearers. The general plan met with approval, objection being made only by those who believed it would be simpler to have one annual membership fee paid through the local organization and a share passed on to the national body. It was explained that such a plan, when laid before the trade associations department of the United States Chamber of Commerce, had brought to light the experience of similar trade organizations with such a plan of indirect membership, which had been found to be nationally unsuccessful.

James G. Robinson, executive director of the state unemployment compensation administration, presented a full statement of the operation of the social security act.

William B. Duryee, secretary of the New Jersey department of agriculture, indicated his cooperation with nurserymen. He urged them to defeat the bill before Congress requiring corporations to obtain a federal charter. He suggested that the tag insignia which had been adopted by the association should have the state acknowledgment in order

to produce police support for infringement of its use, as has been done by other associations with beneficial results. The tag referred to was adopted by the association for the exclusive use of members as a means of advertising their products.

Dr. William Martin, director of research of the New Jersey experiment station, invited the association to hold its summer meeting at the station. In his address Dr. Martin emphasized the conservation of soil fertility in the nursery. The need of humus is important. Definite rotation of crops, he said, would allow soil recuperation.

An illustrated lecture on unusual plant materials, by Ben Blackburn, extension ornamental horticulturist, provided views of some interesting subjects. Dr. Francis H. Greene provided much humor in his talk on "The Spirit of Inquiry."

Interesting graphs showing the trend of prices of trees and shrubs over a long period of years were shown by R. M. Bettes, assigned by the state department of agriculture to work out nursery costs. Dr. Clyde Hamilton spoke on the need for insect control information and its better distribution.

Dr. L. L. Lee, chief of the soil conservation service, described its purposes and work. Charles Wilbur, state forester, told the members that if they could grow stock at the state nurseries' price, they would go out of business. He expressed the opinion that erosion-control nurseries were not needed.

Committee reports on the association's activities included its monthly meetings, contacts with the state department of agriculture, annual garden contest, official tag, and vigilance committee work in noting the encroachment of government activities on the nursery industry.

## BUSINESS RECORDS.

**San Jose, Cal.**—Superior Judge R. R. Syer January 28 denied a motion to set aside an order appointing a receiver to take over the assets and properties of A. J. Elmer, operator of Elmer's Nurseries, 71 North San Pedro street. The motion was made in the suit of the Woodland Production Credit Association against Mr. Elmer and his wife, Lulu, and others.

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## General Line of Nursery Stock to the Trade Only

Fruit Trees and Seedlings, Small Fruits and Nuts,  
Shade and Flowering Trees, Deciduous Shrubs,  
Evergreen Trees and Shrubs, Vines, Roses, Perennials

Rubber Budding Strips :: Wooden Tree Labels and Other Nursery Supplies

## CHINESE ELM SEEDLINGS

Hardy, Northern strain. Well matured, good roots, carefully graded and stored. Priced on a fair competitive basis. Carload rates to most eastern points.

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**CHINESE ELM SEEDLINGS**

Thoroughly matured, splendidly rooted stock for immediate shipment if desired.

**CHINESE ELM SEED**

True, hardy, North China strain.

Our seed and seedlings come from North China strain trees which have stood temperatures of lower than 30 below zero here.

Take no chances. Plant our hardy seed and seedlings.

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**The great question!**

Where to get new and rare trees and shrubs at trade prices?

**EASY ENOUGH!**

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**INTERESTING CATALOG****Seeds of Rare Plants**

Illustrated descriptive offer of 2800 unusual species; alpine, border perennials, lilies, shrubs, trees. Gives needs, uses, seasons, heights, etc., a work of reference. Sent on request.

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**FINISHED MATERIALS**

Evergreens, Deciduous Trees and Shrubs  
Catalogue on request

Not in the Jap Beetle Quarantine Zone

**FAIRVIEW EVERGREEN NURSERIES**  
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**QUALITY LINING-OUT STOCK**

Seedlings and transplants of 19 varieties of evergreens, maples, nut trees and fancy shrubs for spring delivery.

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Wholesale Growers

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**NURSERY STOCK**

Collectors of Native Shrubs, Trees and Ferns

Write for Trade List

**PENNSYLVANIA GATHERING.****Discuss Legislative Problems.**

The Pennsylvania Nurserymen's Association held its annual meeting, February 9 and 10, at the Hotel Brunswick, Lancaster. When the meeting was called to order by President Conrad Albrecht, the roll call disclosed more than fifty members present, out of the total membership of seventy-five.

President Albrecht in his able address brought out some pertinent questions that have been in everyone's mind whether expressed or unexpressed. Chief were the issuance of nursery certificates to persons of doubtful classification and the planting of 40,000,000 tree seedlings grown in the state nurseries.

J. Howes Humphreys, reporting for the legislative and state tree seedling committee, said that while no legislation as yet was offered in the state legislature that affected the nurserymen of the state, at least four bills were being offered in Congress all intended to accomplish the same purpose, that of subsidizing any farmer to grow and market nursery stock. It is obvious what such a law would do to the legitimate nurseryman. This legislation is being carefully watched by the national association, which is doing everything in its power to prevent enactment.

He further reported that the state tree seedling law was again being violated, mentioning concrete examples of what had occurred. Minor steps had already been taken to prevent further occurrences, and it was hoped with the cooperation of the department of forests and waters, to stop such violations. To this end President Albrecht appointed Past President Strassburger to serve as the chairman on a committee to draft a suitable resolution which Mr. Humphreys would present to the department of forests and waters.

In the absence by illness of W. S. Carver, Russell Harmon reported for him on state college cooperation and recommended that the association again hold the summer meeting at the state college.

B. F. Barr reported for the farm products show committee, stating that his firm this year did not exhibit and he was of the opinion that little business could result from the show at that time of the year. George E. Stein, of the Enterprise Nurseries, York, said he had exhibited and obtained some business from the show; whether or not it was profitable he was not prepared to say.

**Approve A. A. N. Plan.**

Robert Pyle made an exhaustive report of the plan evolved at Chicago for the reorganization of the American Association of Nurserymen, which has already been published. This report brought out some interesting discussion, but the general feeling was favorable toward the plan.

H. T. Sweet, of the bureau of chemistry and soils of the United States Department of Agriculture, presented an interesting talk on soils, particularly with reference to apple growing.

At the evening "bull session" costs of digging, balling and burlapping trees and plants were discussed. Many and diversified were the reports given on the trend of the nursery business for

[Concluded on page 29.]

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Contains descriptions and prices of our complete line of

**EVERGREEN**  
**TREES and SHRUBS**  
Conifers and Broad-leaved Types  
Lining-out Stock  
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**SHERWOOD NURSERY CO.**  
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**Birch:** Cut-leaf Weeping, 7 to 8 ft. and 8 to 9 ft. **European White**, specimens all grades; clumps, branched at ground.

**Chinese Elm:** Seedlings and transplanted branched stock.

**Locust,** Globe-head, rapid grower.

**Maples:** Norway, Schwedler, Soft, Sugar, Sycamore, whips and branched. Globe Norway, top-grafted.

**Fruit Tree Seedlings.**

Car lot accommodations for eastern points.

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Our usual line of quality nursery stock, including Shade and Flowering Ornamental Trees and Specialties, Fruit Tree Seedlings and Roses.

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A card will bring our list of items that will make you some money.

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Very complete line of quality stock

**HILL'S EVERGREENS**

Complete assortment of lining-out sizes  
Also larger grades for landscaping  
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Lining Out Stock a Specialty  
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# Wisconsin Annual Meeting

*Motion Pictures and Instructive Talks Feature Open Session Following Business Meeting at Milwaukee*

The annual meeting of the Wisconsin Nurserymen's Association was held at the Republican hotel, Milwaukee, February 11. The morning was a business session devoted to discussion of local problems by members only. It concluded with the reelection of all officers: President, Karl Junginger, Madison; vice-president, N. A. Rasmussen, Oshkosh; secretary-treasurer, M. C. Hepler, Pardeeville. James Livingstone, Milwaukee, was elected a director, those continuing in office being A. T. Singer, Milwaukee, and Thomas S. Pinney, Sturgeon Bay.

The association voted again to affiliate with the American Association of Nurserymen, and two individual members were pledged to the national organization.

In his official address, President Junginger called attention to the improvement in business, as notable in Wisconsin as elsewhere. He said:

"The nursery business is definitely on the upturn. We are all doing more business than we were doing a few years ago, and everything points to greater business ahead. And with better business we find better prices for our goods. It is no longer necessary for us to sell our products at such low prices as we have in the past. There exists today a shortage of a great many items of nursery stock. This condition has been brought about by the adverse weather of the past year and the greatly increased demand for our goods, occasioned by the better condition of the farmer, the tremendous increase in building activities and the extensive plantings of state and federal projects. By the time our shipping season rolls around we are going to find ourselves sold out of many varieties of fruit trees, shrubs and evergreens. Wholesale prices are advancing almost daily, and the cost of doing business is keeping pace. We must wake up to the fact that we can again sell our stock at profitable prices. A greater business means more problems and greater need of organization and cooperation—among ourselves and with the entire nursery industry in general."

## Afternoon of Addresses.

After luncheon, members and guests listened to the program of interesting addresses which made up the afternoon session.

A motion picture tour of Wisconsin's commercial orchards was thrown on the screen by H. J. Rahmlow, secretary of Wisconsin State Horticultural Society, while Karl S. Reynolds furnished the sound with an interesting description of the pictures as they appeared. Mr. Reynolds is a large apple grower, president of the Wisconsin State Horticultural Society and vice-president of the State Chamber of Commerce.

Another instructive motion picture was thrown on the screen later by E. L. Chambers, state entomologist, at the conclusion of his remarks on recent developments in nursery inspection. The film showed the operations in cranberry

growing in the bogs of northern Wisconsin.

Mr. Chambers gave figures to show the increase in the number of nurserymen during the past year. The number of dealers in Wisconsin had mounted greatly, while agents were fewer for both Wisconsin and out-of-state firms. Wisconsin is one of the four states with a reciprocal license law, the others being Minnesota, Iowa and Mississippi. He distributed copies of the quarantine order of last spring controlling the planting of currant and gooseberry bushes for the protection of white pine. Instead of requiring nurserymen to obtain information about the prospective planting of these bushes when a customer places an order, the state entomologist has printed green tags to be attached to every shipment of currant or gooseberry plants moved in Wisconsin, cautioning the buyer as to planting within the prescribed distances of white pine plantings.

Another illustrated talk was that on the University of Wisconsin arboretum and wild life refuge, by Prof. G. W. Longenecker, executive director of the arboretum, at Madison. Showing some fine slides, he told in detail the plans for this comparatively recent development and showed some of the work thus far done. It is already proving valuable in a variety of ways, for scientific research, student study, public education and horticultural interest.

Speaking briefly on "A Long Distance View of Evergreens," L. L. Kumlén, of the D. Hill Nursery Co., Dundee, Ill., touched on a few high lights which, as he said, were calculated to spread his interest in and enthusiasm for evergreens, their study and planting.

When called upon by the chair, F. R. Kilner, editor of the American Nurseryman, spoke briefly, acknowledging President Junginger's tribute to the magazine's helpfulness to the Wisconsin association and its value to the industry at large.

..... a good supply of

**SOUR and SWEET CHERRIES  
APPLE — PEACH — PEAR  
ORNAMENTALS — ROSES**

**FRUIT TREE SEEDLINGS  
CHINESE ELM SEEDLINGS  
DECIDUOUS SEEDLINGS**

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**MOUNT ARBOR NURSERIES**

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"One of America's Foremost Nurseries"

## AMERICAN NURSERYMAN

### MICHIGAN MEETING.

Held at State College.

The Michigan Nurserymen's Association met January 15 on the campus of Michigan State College, East Lansing, and spent the morning renewing acquaintances among the members of the college staff and visiting the buildings and trial grounds on the campus.

The afternoon was given over to a discussion of "Common Problems of the Nurseryman," by Dr. V. R. Gardner. This followed an address of welcome by R. L. Shaw, for many years president of Michigan State College, to which Eldon H. Burgess responded. Bert F. Keith outlined some interesting points in connection with his office as secretary of the National Mail Order Nurserymen's Association.

In the evening a banquet was held at the Olds hotel. The new commissioner of agriculture addressed the sixty or more guests. There followed talks by the superintendent of the department of parks in Lansing and by various members of the nurserymen's association who were called upon by President Benjamin J. Greening, who acted as toastmaster. The banquet was interspersed by lively entertainment, furnished by the local committee.

### Fund for Washington Representative.

The second day was given over to a discussion of the problem confronting the nurserymen of the country relating to a needed representative at Washington. Mr. Greening lead this discussion, and pledges were given to the amount of \$900 toward the \$1,500 goal for Michigan's share of the financing of this project.

E. C. Mandenberg discussed "Latest Encroachments of the Japanese Beetle," which his department has been fighting for some years.

After luncheon, W. C. Otto, of the

## SHADE TREES

Norway Maple	Per 10	Per 100
8 to 10 ft.	\$7.50	\$85.00
10 to 12 ft.	9.50	95.00
1 1/2 to 2-in. caliper	12.50	110.00
2 to 2 1/2-in. caliper	18.00	165.00
2 1/2 to 3-in. caliper	25.00	
3 to 4-in. caliper	35.00	

**Silver Maple**  
50 per cent less than Norway

Schneider Maple		
8 to 10 ft.	12.50	
10 to 12 ft.	15.00	
1 1/2 to 2-in. caliper	20.00	
2 to 2 1/2-in. caliper	25.00	

American Elm		
8 to 10 ft.	5.00	45.00
10 to 12 ft.	6.50	60.00
1 1/2 to 2-in. caliper	8.50	75.00
2 to 2 1/2-in. caliper	12.50	115.00

Catalpa Bungei		
4 to 5 ft. 3-year	5.00	45.00
5 to 6 ft. 3-year	6.00	50.00
6 to 7 ft. 3-year	7.50	65.00

Lombardy Poplar		
4 to 6 ft.	1.50	12.00
6 to 8 ft.	2.00	17.00
8 to 10 ft.	3.00	22.50
10 to 12 ft.	4.00	35.00
1 1/2 to 2-in. caliper	6.50	55.00

Japanese Flowering Cherry		
2 to 4 ft.	7.50	65.00
4 to 6 ft.	8.50	75.00

Weeping Cherry		
5 to 6-ft. stems	13.50	110.00

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**Waynesboro Nurseries, Inc.**  
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## POLYANTHA ROSEBUSHES

In heavy grades, budded on Multiflora roots. All 2 years old. Book now for delivery when wanted. Supply limited.

Cecile Brunner	Eblouissant
George Elger	Gloria Mundi
Golden Salmon	Ideal
Katharina Zelmet	Miss Edith Cavell

Prices based in lots of 10 of grade and variety

No. 1	No. 1½	No. 2
\$1.20	80c	60c

Lots of 100 or more, deduct 5 per cent. No charge for packing. Usual nursery warranty. Cash with order, less 2 per cent, please.

## ROSE HILL FARM

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## Oregon-grown ROSEBUSHES

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### PETERSON & DERING, Inc.

Wholesale Rose Growers  
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## Burr's Quality Forcing Roses

Heavy branched, well rooted, excellent quality. Large list of varieties.

\$3.00 per 10, \$25.00 per 100

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Hardy, two year, field-grown budded stock. Finest stock ever grown.

Write for List.

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## HARDY AZALEAS

Kaempferi, Poukhanensis, Schlappenbachii, Mucronulata, Vaseyi, Enkianthus Camp., Juniperus Rigida, Taxodium Dist., White Spruce, Norway Spruce, Austrian, Limber Pine, Specimen Yews, 12 to 15-foot spread.

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### BRIMFIELD GARDENS NURSERY

245 Brimfield St., WETHERSFIELD, CONN.

## Tree Peonies and all other types

New Hybrid Lilacs, Evergreens and other Specialties.

The Cottage Gardens  
Lansing, Mich.

Lansing chamber of commerce, gave an inspiring talk on "The Value of Cooperation Through Association."

A lively discussion from the floor covered the effects of the new license act. Discussion on a more uniform description of plants in catalogues followed the report of a committee relating to reestablishing new certified buds with the state experimental station.

New officers were elected for the ensuing year, as follows: President, Arthur L. Watson, Grand Rapids; vice-president, Eldon H. Burgess, Galesburg; secretary-treasurer, Harold E. Hunziker, Niles.

A vote of thanks was given to Mr. Greening, retiring president, and to Ralph I. Coryell, retiring secretary, for their work in connection with the association for the past two years.

### PENNSYLVANIA GATHERING.

(Concluded from page 17.)

1936, some reporting the volume of business less than in the year preceding, others reporting gains from ten to forty per cent. The general feeling was that business was on the upgrade and that this year would be a banner one.

### Officers Elected.

At the Wednesday morning session, the nominating committee reported the following slate: President, Conrad Albrecht; vice-president, Rhea Elliott; secretary-treasurer, Albert F. Meehan; executive committee, Harold S. Saylor and Walter Stein. These were elected by acclamation.

An illustrated talk on roses by Robert Pyle was most interesting inasmuch as Mr. Pyle succeeded in building a background about the rose that few realized it had. He told of illustrated books on the rose that had been printed before the landing of the British at Jamestown. He even traced the flower beyond that to a period 300 B. C. With stereopticon slides, he then told of his many trips to Europe and of meeting those men there who were largely responsible for the development of the rose. He mentioned that there were over 17,000 listed varieties of roses and that a study of present-day catalogues revealed over 12,000 varieties still listed, but that his company had reduced the number to 173 in the present catalogue.

Dr. Donald D. Wyman, of the Arnold Arboretum, gave a most interesting talk on autumn as revealed by plant leaf and fruit, illustrating with lantern slides some of the gorgeous autumnal colors in leaves and colored fruits of trees and shrubs. He stressed the dogwoods, viburnums and evonymus for their fall coloring. He also urged that more crab apples be used, both for their floral and their fruit effect.

Brief addresses were appreciatively received from the secretary of the state department of agriculture and Dr. Bell, of the plant bureau, both assuring the nurserymen of their continued help in all matters that pertained to their industry. Dr. Bell stressed the operations that were being taken for the eradication of the gypsy moth and Japanese beetle. He also told of the introduction of bill 151, which was to take the place of the plant pest act of 1927. The principal change is that it would give police, state or local, the right to arrest on sight offenders, such as peddlers, who were doing business without a license.

Edwin Matthews.

# "J & P"

## ROSE NOVELTIES

### ASK FOR NEW ROSE BROADSIDE

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Selected uniform plants; bushy and foliated to center; masses of fibrous roots. Finished specimens from 4 inches up, ready for quick shipment. Prices lower, plants larger. Ask for special list.  
CANTERBURY, Box A, Easton, Md.



# Kansas Landscapers Meet

*Addresses on Design and Planting Draw Record Attendance of Nurserymen and Landscape Architects at Manhattan*

The Association of Kansas Landscape Architects held its winter meeting in Manhattan, Kan., Sunday, February 7. Nearly seventy-five members and their wives or guests attended, setting a new record for these semiannual meetings. The first speaker was Prof. John Helm, Jr., of the Kansas State College, Manhattan, an artist of national note and in charge of the federal art project in Kansas. He gave a true picture of the art in the state, naming the many men and women who have gained national and in some cases international fame painting the Kansas scene. He explained that artists are of direct aid to the landscape architect and nurserymen in their development of a love of the beautiful; so by helping these artists, the nurserymen will increase the demand for their products.

Prof. Paul Weigel, of the department of architecture at the college, told how, when he was recently preparing some material for the cemetery caretakers' school, he was brought face to face with the fact that the engineer, the architect, the nurseryman and the layman all have a common thought and how it could well be the function of the nurseryman to stress this love of the beautiful more and more and educate the public in using his products not as luxuries, but as necessary adjuncts to the proper development of a race and a strong Union.

## Should Develop Love of Beauty.

"Too many cemeteries are graveyards and not memorial parks," said Dr. Waldo Grimes, of the department of economics and sociology at the college, when he began to tell how the economist is interested in the nursery business. He explained that the nurseryman and the landscape architect must teach the public that their wares are not luxuries, but a part of everyone's existence. If they will do that, they will not suffer in coming depressions as they have in the past. The economist realizes this and is already doing his share to make openings for the products of the nursery. The economist is working with the nurseryman, he said, because he knows there must be work for all and that a few cannot have it all. By diverting the mind of the masses from the entirely practical and developing in them a love of nature, more and more will the possibility of a depression in the future be lessened.

An unplanned-for speaker was Dr. Oliver Baker, of the economics division of the United States Department of Agriculture. He said there is one town in the country he wants to go back to after he has finished his labors on this earth and that the reason he wants to go back is because it has developed the natural beauties by planting and long-time planning. With the birth rate declining in this country since 1921 and with a stationary population in sight by about 1950, there is bound to be an increased interest in the home and its planting, and as the suburbs develop and building picks up in the next fifteen

years, the nurserymen stand to benefit more than any other one group if they instill in the public a love for their wares.

Although he was the last speaker, Sam Wilson, of the Kansas state planning board and manager of the Kansas chamber of commerce, was able to hold his listeners to the last word with his excellently prepared talk on the service the nurserymen and landscape architects could render the state. The theme might have been to tell the residents of the state to "Wake Up and Live." For too long, thinks Mr. Wilson, the people of Kansas have remembered that part of the state motto which refers to work and, in so doing, have lost the broader vision of living and an appreciation of the beauties of the state. They have not been properly urged to spend money for their homes and for civic beautification, and they need something dramatic to stir them out of this condition and to get them to live for the sake of the finer things of life. For the sake of the individuals in the business, as well as for the welfare of the state, Mr. Wilson pleaded that this group start the ball rolling.

## Ricklefs Made President.

A short business meeting was held after the talks, when new members were elected and officers for the current year were selected. The result of the balloting was: President, Ralph Ricklefs, Salina; vice-president, Harold Crawford, Ottawa, and secretary-treasurer, Lawrence Kelly, Salina. Mr. Ricklefs was recently elected president of the Kansas State Nurserymen's Association, too.

Herbert Schroepel, a landscape architect in Great Bend, was accepted as an affiliated member, and Miss Mary Jane McComb was accepted as a junior member. Miss McComb is a senior in the

## AMERICAN NURSERYMAN

course in landscape gardening at the Kansas State College and, on graduation, may become an active member if she enters the profession.

## TENNESSEE NURSERYMEN ELECT.

D. P. Henegar, of the Forest Nursery Co., McMinnville, Tenn., was elected president of the Tennessee State Nurserymen's Association at the annual convention of the organization held at the Hotel Hermitage, Nashville, January 26 and 27. Other officers elected were: Vice-president, J. D. Varnell, Cleveland, and secretary-treasurer, G. M. Bentley, of the University of Tennessee, Knoxville. Mr. Bentley was re-elected to his office for the thirty-second consecutive year.

## OBITUARY.

### Stephen Kallay.

Stephen Kallay, of the Kallay Bros. Co., Painesville, O., died February 5 of a throat ailment at the Lakeside hospital, Cleveland, at the age of 47. Surviving are his widow and seven children.

### Joseph D. Meriwether.

Joseph D. Meriwether, chief of the bureau of nursery service of the California department of agriculture, died at Sacramento, Cal., February 4. After a long experience in the nursery business, with Stark Bros. Nurseries & Orchards Co., Fancher Creek Nurseries, Armstrong Nurseries and San Fernando Nurseries, he brought to his government work an experience which made the state nursery service of great value to the industry in the state. He leaves a widow, three sons by a previous marriage and several grandchildren.

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**CHINESE ELM** Hardy Strain  
**Northern Apple Seedlings**  
**ANDREWS NURSERY**  
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2 to 4-ft. Whips, 2-year Roots

300 Anoka  
300 Duchess  
250 Early Harvest  
350 Yellow Transparent  
450 Fameuse  
200 Wealthy  
50 Winter Banana  
100 Grimes Golden  
300 Jonathan  
250 Delicious, common  
600 All Red Delicious  
50 Black Ben Davis  
100 Common Winesap  
200 York Imperial  
1200 Yellow Delicious  
40 McIntosh, red  
150 Northern Spy  
40 Red Duchess  
250 Sharon  
650 Turley  
50 Red Astrachan

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Evergreens, Broad-leaved Evergreens,  
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Hardy Perennials and Rock Plants - -  
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A fine general line, including a  
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Write for quotations and our Wholesale Trade  
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## Apple and Peach Trees

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want list.

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Winchester, Tenn.

## RHODE ISLAND MEETING.

The annual meeting of the Rhode Island Nurserymen's Association was held at the Providence Biltmore hotel, Providence, February 10. The attendance was the best seen in years.

After the reports of the secretary and treasurer were heard and approved, H. H. DeWildt, chairman of the legislative committee, reported for that committee. His report dealt chiefly with the reorganization of the nurserymen's association of the country and their relation to the state association. There was a great deal of interest shown in this subject, as it is realized that it is of vital importance and the need for immediate action is imperative. Mr. DeWildt made a motion at the conclusion of his report that the Rhode Island Nurserymen's Association should become a member of the Council of Eastern Nurserymen. After much discussion this motion was carried unanimously. Another motion was made that the Rhode Island Nurserymen's Association should raise the quota specified as the state's share of the Washington representative fund. This was passed unanimously. The need for immediate action was stressed upon, and it was voted that the dues of the association should be based upon volume of business, rather than any fixed sum.

The nominations committee recommended that the present officers be elected for the following year: President, C. H. Groaton; vice-president, H. H. DeWildt; secretary, J. C. Brownell; treasurer, William A. Hollinsworth.

Samuel Smith, Jr., of the highway board, gave a brief outline of the plan for road beautification for the coming year.

Dr. De France, of Rhode Island State College, talked on fertilizers and illustrated his talk with slides showing experimental work being done.

Dr. Malcom McKenzie, of Massachusetts State College, gave a talk on insects and diseases. Many questions were asked, which Dr. McKenzie was well able to answer.

President Groaton appointed to the executive committee V. J. Vanieck, K. J. Murphy and J. Heller.

## WEDGE PATENTS UPHELD.

By a decision of the United States Supreme court for western Virginia, the patent of Ralph F. Wedge on packing rosebushes in compressed peat moss and wholly inclosed in cartons was upheld in a suit against the Titus Nursery Co., Waynesboro, Va.

The case had been before the court for a year and was brought by Ralph F. Wedge, the Fertile-potted Nurseries, Pontiac, Ill., of which he is president, and Jackson & Perkins Co., Newark, N. Y., acting as general wholesale distributors in the east.

The Titus Nursery Co. conducted its operations in packing rose plants under an assigned patent, covering a difference in the soil in which the bush was planted and in the waterproof container. The court ruled against the defendant's claims of invalidity, insufficient disclosure and noninfringement.

THE La Marita Nursery & Seed Co., Bellflower, Cal., has leased property at Harrison street and Paramount boulevard in Hynes, Cal., for a branch establishment.

## TAXUS

### CUSPIDATA CAPITATA

We have a fine stock of plants for hedging or specimens, which will make a good showing immediately. Sizes, 2 to 8 ft.

## HEMLOCKS

*Tsuga Canadensis*

Sizes, 5 to 6 ft. and 6 to 7 ft.

*Tsuga Caroliniana*

Sizes, 5 to 6 ft. and 6 to 7 ft.

Both choice offerings, quickly growing into serviceable hedges.

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We offer Lilacs in pots, grafted Hybrid Rhododendrons, Dicotylas Spectabilis and other forcing material.

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Gardens of the Blue Ridge are Headquarters for Hardy Native American Plants. Our supply in both nursery-grown and collected woods-grown is sufficient to supply the demand.

Azaleas, Leucothoes, Kalmia, Rhododendrons, Andromedas, Orchids, Vines, Climbers, Creepers, Ferns, Lilliums, Trilliums, Dicentra, and hundreds of others of tried and tested merit are grown and carried in large supply. Our 45 years' practical experience, quality, quantity, variety, low price and unequalled organization are at your command. Complete catalogue and Surplus list will be sent on request.

## E. C. ROBBINS

Gardens of the Blue Ridge  
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## EVERGREENS--SHADE TREES

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You can also make  
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**Maloney Bros. Nursery Co.**  
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## WILL SACRIFICE

on account of ill health, Sugar Maple,  
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up to 2-in. Some exchange considered.

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## DAPHNE CNEORUM

(Garland Flower)

9 to 12 ins., 12 to 15 ins. and  
larger sizes

Write for prices

**EDEN NURSERIES**  
Eden, New York

# In the Editor's Mail

## PROBLEMS CONFRONTING US.

I just arrived home after attending the conventions at Chicago, East Lansing, Columbus and Rochester. I wanted to go to the meeting at Nashville, but on account of the floods I had to miss that one.

I have been thinking more than ever about the problems confronting the nurserymen since I heard them discussed at the different meetings.

Surely it is the duty of each nurseryman to fight the diseases that may affect his own fields, but when it comes to pests like the Japanese beetle we should have help from our government.

The nurserymen should not have to fight the pests any more than Henry Ford or any railroad company that hauls freight cars throughout the country. I repeat what I said at the Columbus meeting, I cannot see much difference between Japanese beetles and some of the people on W. P. A. work that the government has to take care of.

I realize that there are men that don't want to be on relief work, but they cannot help it and they are deserving people, but there is another class of people like a man in New York city, who had been drawing \$8 a week for two years from the government when it was discovered that he was worth over \$200,000, and another one on relief who had over \$200,000 in diamonds and cash. We have to sweat to keep these people.

I asked some men if they wanted work at \$3 a day for eight hours' work, and they told me to go to h—. This class of people are worse than the Japanese beetles, and the government's duty is more to help control the beetles than to take care of the human leeches. These beetles are about the worst menace agriculturists have to contend with, and if this matter is brought before the main officials in a proper manner I believe that we shall get Uncle Sam's support.

Another alarming situation is the stand many of the experiment stations are taking. We need the experiment stations, and we appreciate everything the good men in charge do for us, but there is a limit on how far they should go. If they continue the way they have started, they will soon take our bread and butter from us.

The great inventions that we enjoy have been protected by patents to the inventors, and the nurserymen need the same protection, for many of them have spent long years in developing the wonderful flowers and fruits that beautify and enhance the value of millions of homes throughout the country. Many of the newer varieties of fruits and flowers have been patented, and they should have the same protection other inventors have on their patents.

The government is stepping in our line, and we must get busy at once and do something about it. The nurserymen will have to raise \$15,000 and hire a dependable lawyer with a salary of \$10,000 a year, a stenographer for perhaps \$1,000 a year and send them to Washington to take care of the different problems that are facing the

nurserymen. We should have one man from the Pacific coast, one from the middle west, one from the south and one from the east to represent the different sections of the United States. Pay each one enough to take care of their expenses and make it worth their while to devote their time to this cause.

With the help of these men and by keeping in touch with the lawyer in Washington, we shall be money ahead and should in that way have the protection we so much need. By the co-operation of our fellow nurserymen we can put this over in a big way. I have paid my \$50, and I am sure that there are more than 300 nurserymen in the country that are better able to pay their share than I am.

John Holmason, Pres.,  
Pacific Coast Nursery.

## BULLETINS RECEIVED.

"Fighting Grasshoppers on Illinois Farms," issued as circular 466 by the Illinois agricultural experiment station, January, 1937, provides twelve pages of specific information on combating this pest. Nurserymen who have experienced this crop threat will find the data valuable.

"Pruning and Care of Ornamental Woody Plants," by O. I. Gregg, issued as extension bulletin 172 by Michigan State College under date of November, 1936, is a complete revision of a 1931 bulletin. Knowledge of pruning is far from what it should be, particularly as to shrubs. The material in this bulletin should interest many nurserymen and would be a tremendous help in the hands of home owners generally.

"Partners in Agricultural Progress," by C. B. Hutchison, dean of the college

of agriculture and director of the agricultural experiment station, contains the report of both these departments of the University of California, Berkeley, covering the 2-year period from July 1, 1934, to June 30, 1936. Any Californian interested in horticulture will find much of interest in this 230-page book, concisely yet fascinatingly written. The problems of agriculture in that state are clearly set forth; the progress in it is described, and the experiments to that end are summarized. Profuse illustrations, summaries of publications of the station and a bibliography of papers published by staff members add to the book's value.

## NEW GRAFTING TAPE.

Successful field tests in several of the country's largest nurseries have resulted in the announcement of a new grafting tape, Parafilm, Grade G, made by the Menasha Products Co., Menasha, Wis. The new tape is moisture-proof and flexible, thus expanding as growth takes place, eliminating girdling and binding. Having further advantages in its self-sealing and its conformation to rough and irregular surfaces, Parafilm, Grade G, has attracted considerable interest among growers and nurserymen who have tested the material in bench grafting for the past two seasons.

For some time the material has found wide acceptance among florists. Laboratory study and actual field work preceded its introduction in the nursery field for which Parafilm, Grade G, has been specially developed. The manufacturer will supply samples and full details on request.

- 20,000 CHERRY, Montmorency and Early Richmond, 2-year, XX and 1/2 inch.
- 5,000 SPIRÆA, Vanhouttei, 3 to 4 feet and 4 to 5 feet.
- 25,000 ELMS, American, Vase and Mo-line, transplanted, up to 4 inches.
- 10,000 MAPLE, Norway, transplanted up to 2 1/2 inches.
- 3,000 ARBOR-VITÆ, Pyramidalis, up to 8 feet.
- 400 PINE, Mugho, from 2 to 4 feet.
- 1,000 SPRUCE, Norway, sheared, none better, 2 to 5 feet.
- 600 JUNIPER, Pfitzer's, 5 to 8 feet spread, beauties.
- 2,000 ARBOR-VITÆ, American, and RETINOSPORA, 4 to 7 feet.

Send for list on many other items.

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First-class in every respect.

Here are a few items selected from the list we have to offer: Per 100

Hydrangea A. G., fine divisions.....	\$3.00
Hydrangea P. G., 6 to 15 ins.....	4.00
Mallows, 2-year, from select reds.....	2.00
Spiraea Vanhouttei, 12 to 18 ins.....	2.00
Boston Ivy, fine seedlings.....	2.50
American Bittersweet, fine plants.....	3.00

Bush grafts, very nice stock.

Flowering Crabs, on whole roots.....	5.00
Beech's, double, pink	
Floribunda, single, carmine	
Weidwetzkyana, red flowers, fruit and foliage	
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Hardwood cuttings.	
Fine stock, 8 ins.	
50c per 100, \$4.00 per 1000.	

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Write for free Tree and Shrub Seed Catalogue containing flower and vegetable seeds attractively priced.



## LANDSCAPING AND GARDENING.

## At House and Garden Exposition.

Plans are announced for the National House and Garden Exposition to be held at the Coliseum, Chicago, Ill., May 8 to 16. The show will feature all that is new and practical in residential construction methods, building material and home equipment and will stress landscaping and gardening as important in residential beautification.

As planned, the exposition, which has already attracted a large list of exhibitors, including building material manufacturers and household furnishers doing a nation-wide business, will be "a clinic for better construction in the interests of better homes and better buildings." Plans are under way to make it the most outstanding home show ever held in America, both in artistic presentation and diversification of exhibits.

Prominent among the organizations endorsing the exhibition and working for its success are the Portland Cement Association, the Brick Manufacturers' Association, the Illinois Master Plumbers' Association, the Architects' Small House Service Bureau, the Metal Lath Manufacturers' Association and the garden department of the Illinois Federation of Women's Clubs. The show is to be operated under the standards set by the Manufacturers' Housing Promotion Council.

The show committee, still incomplete, includes August Koch, chief horticulturist of the Chicago park district, and William Beaudry, landscape architect, Chicago.

The show will be under the management of John A. Servas, veteran exposition builder, who planned and staged the home exhibition held last year at Chicago under the auspices of the Chicago Real Estate Board in co-operation with the National Real Estate Board and the Federal Housing Administration. Mr. Servas staged the first flower show held at Hotel Sherman and subsequent flower shows at the Chicago Stadium, the Merchandise Mart and the Navy Pier. He planned and developed the horticultural exhibit at A Century of Progress in 1933 and 1934. He organized the first national home show, held at Baltimore, Md., last year and was instrumental in developing subsequent home shows held under the same auspices in Miami, Fla.; Houston and Fort Worth, Tex., as well as the Chicago exposition.

The central feature of the coming show will be a special house of brick construction and of early colonial design occupying 2,400 feet of floor space appropriately landscaped and employing real trees to carry out the effects. It will show the latest in architectural treatment and embody all the novelties of proved practicability in residential construction. Designed by White & Weber, Chicago architects, the home will have seven rooms, all on one floor.

Among firms which have made space reservations to date are Muellermist of Illinois, Flossmoor Nursery, Pearson-Daniels Co. and Tuinstra Landscape Co.

A NEW greenhouse, 25x75 feet, of the latest type of construction, is being completed at the Kelley & Kelley Nursery, Long Lake, Minn. The materials were furnished by the Northwest Greenhouse Mfg. Co., Minneapolis.

# BOOKS

## ON NURSERY PRACTICES

**AN INTRODUCTION TO THE STUDY OF LANDSCAPE DESIGN**, by Henry V. Hubbard and Theodora Kimball. Chapter titles include Theory, Taste, Ideals, Style and Character in Landscape Design, Composition, Planting Design, Design of Structures in Relation to Landscape and Notes on the Professional Practice of Landscape Architecture in America. A selected list of references on landscape architecture is also valuable. 516 pages, 37 full-page half-tones from photographs and 40 drawings.....\$6.00

**THE COMPLETE GARDEN**, by A. D. Taylor. The most comprehensive guide to materials, telling what, when and where to plant for any desired effect. Prepared by a widely known landscape architect. Contains 440 pages, with sixty-three pages of illustrations from photographs, line drawings and diagrams. Cross-referenced lists, a detailed index, a large bibliography and a glossary of terms are other important features. Useful for practically all parts of the country...\$1.79

**GARDEN FLOWERS IN COLOR**, by G. A. Stevens. 400 flowers pictured in full color. A most unusual garden book which assembles for the first time in one volume accurately colored pictures of every important garden plant, in some cases covering several varieties of the same flower. The accompanying text tells briefly what each plant is and effort is made also to give brief cultural directions. 320 pages.....\$1.98

**PRACTICAL LANDSCAPE GARDENING**, by R. B. Cridland. Contains 91 photographic illustrations, 67 sketches and 32 plans, 19 of which are planting plans, accompanied by planting keys. Best book in its class.....\$2.50

**AMERICAN FRUITS**, by Samuel Fraser. One of the most complete books on fruit growing. Discusses the problems of the young fruit grower and takes up every phase of activity connected with orchard operation. Special attention is given to apples in the first part. Other important fruits are treated in separate chapters, including the citrus and tropical subjects. A large section on varietal descriptions and an index are included. 892 pages, 173 illustrations.....\$4.75

**ROCK GARDEN AND ALPINE PLANTS**, by Henry Correvon, the world's foremost living alpine plant grower. Tells how to grow and acclimatize these plants, how to build, plant and maintain rockeries, moraines and wall gardens. Contains a list of 542 plants, the place for each, how to grow it, time of flowering, height, color of flower, and all other information needed to select the kinds best suited to various localities. 560 pages, 33 illustrations....\$3.60

**THE CULTIVATED CONIFERS**, by L. H. Bailey. This book succeeds "The Cultivated Evergreens," now out of print. A companion book, to be published later, will treat other than coniferous evergreens. The first half of the volume is devoted to a systematic treatment of coniferous evergreens under five general groups. About 1,000 species and varieties are recorded. The last half concerns the growing of conifers for ornament and interest, covering conifers in the landscape, cultivation and propagation, insects and diseases, and the injuries of conifers in North America. 404 pages. Illustrated.....\$7.50

**THE MODERN NURSERY**, by Alex Laurie and L. C. Chadwick. A guide to plant propagation, culture and handling. Provides complete reference for everyone concerned with the propagation of plants giving full descriptions of all methods and many tables which indicate plant treatment. Discusses fully and completely tools, tillage, planting, transplanting, digging, grading, labeling, pest control, soils, fertilizers, storage, advertising, selling and every other phase of nursery management.....\$5.00

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## CATALOGUES RECEIVED.

[In writing for a copy of any of the catalogues reviewed below, please mention that you saw it described in this column of the American Nurseryman.]

**Buntings' Nurseries, Inc., Selbyville, Del.**—Wholesale price list for spring, offering a complete line of nursery stock. First in the list are fruit trees, said to have been specially examined for truthness. The strawberry selection is large, this item having been a specialty for thirty years. Other stock includes flowering shrubs, patented roses, evergreens, perennials and an assortment of planting stock and shrub cuttings.

**Baker Bros. Nursery, Fort Worth, Tex.**—Price list for nurserymen only. Among evergreens is an Italian cypress recommended for superior hardiness. There are also broad-leaved evergreens, shrubs and shade trees. Chinese elms and the Texas Centennial rose are two specials. With lining-out stock there are Chinese elm seedlings.

**C. R. Burr & Co., Manchester, Conn.**—Bulletin No. 2, spring wholesale list. Included are shrubs, vines, roses, peonies, many new phloxes, perennials in large variety, shade trees, evergreens and fruit trees. In the last-named group the apples and peaches are described as especially dependable for truthness and quality.

**Willis Nursery Co., Ottawa, Kan.**—A 32-page listing of nursery stock for the trade. Major groups include shrubs, trees, roses, which are a specialty; vines, including two new, trade-marked honeysuckles—Goldflame and Rosegold; perennials in a variety said to be among the largest in the southwest; bulbs, forest and fruit tree seedlings, planting-size fruit trees, including the Hansen sweet cherry, and small fruits.

**Joseph F. Martin Seed Co., Palmsville, O.**—"Fine Strains of Seeds for Florists and Nurserymen," a clearly printed and copiously illustrated catalogue of forty-eight pages. For extra profits the firm advises consideration of the many novelty and unusual items. Varietal listings have been carefully checked and brought up to date. It is said. Included are seeds of the usual cut flower and pot plant annuals, with many special strains; seeds of perennials, and vegetables and gladiolus bulbs. A handy plant catalogue will be ready shortly, the foreword states.

**Somerast Rose Nursery, Inc., New Brunswick, N. J.**—"1937 Wholesale Plant and Seed Catalogue." Three pages are given to novelties, and the general lists show much thought for florists' requirements. Patented and other roses have a place. A comprehensive perennial list includes a recommendation of the twenty-five best varieties for cut flowers. There are some vegetable seed offers. Among greenhouse plant items is a large selection of chrysanthemums, available in rooted cuttings.

**Dr. N. E. Hansen, South Dakota State College of Agriculture and Mechanical Arts, Brookings, S. D.**—Dr. Hansen has compiled a list of the northern plant novelties for 1937 originated by the college department of agriculture or imported from the Old World. The stock listed is hardy apricot, bush cherries and a thornless rose.

**The Barnes Bros. Nursery Co., Yalesville, Conn.**—Wholesale catalogue of thirty-two pages, with lists at the end of evergreen, flowering evergreen trees and shrubs, deciduous material, vines, hardy perennials, fruit trees, grapes and small fruits.

**Fairview Evergreen Nurseries, Fairview, Pa.**—Dated February 1 is the spring wholesale list presenting evergreen seedlings, transplants and specimen stock, deciduous material for lining-out, broad-leaved evergreens, ornamental and shade trees, deciduous shrubs, vines and perennial plants. There are illustrations of plantings.

**Sherwood Nursery Co., Portland, Ore.**—In one general alphabetized list are enumerated many kinds of stock, including conifers, broad-leaved evergreens, deciduous shrubs and rock plants. Two other lists give evergreen hedge and border plants and evergreen ground covers. The catalogue contains thirty-two pages and a cover.

**William Borsch & Son, Inc., Maplewood, Ore.**—With covers in colors, the Borsch catalogue presents an extensive list of hardy native and imported alpine and perennials—the enumeration covering sixty-four pages. "New and Noteworthy Hardy Plants for 1937" heads the first list, followed by a general list of hardy alpine and border perennials. The hard-wooded stock—dwarf trees and shrubs—is listed separately. Then follow bulbs, tubers and corns and, finally, perennial seeds. There are a number of illustrations in black and white.

**Isaac Langley Williams, Exeter, N. H.**—The 1937 wholesale trade list of the Exeter Wild Flower Gardens offers native lilies and other bulbous stock, ferns, water and bog plants, wild flowers, trees and shrubs collected by Mr. Williams, the enumeration covering sixteen pages.

**Mathews Eggert Nursery, Muskegon, Mich.**—Folder as wholesale price list of lining-out stock, both evergreen and deciduous. A separate slip offers "Grafts Made to Order" of apples, pears, flowering crabs and beech.

**Almon S. Sawyer, Mentor, O.**—Folder offering exclusively gladioli and hardy chrysanthemums, some of the Korean hybrids being among the latter.

**D. Hill Nursery Co., Dundee, Ill.**—Wholesale price list of lining-out stock for spring delivery, the stock embracing abies, juniperus, larix, picea, spruce, pines and pinus.

**Harrison's Nurseries, Inc., Berlin, Md.**—Peaches, apples and other fruits, including small fruits; flowering shrubs, evergreens, both broad-leaved and coniferous; shade trees, hedges, dwarf flowering trees, roses and table asparagus are all listed and pictured in a 50-page catalogue, of which the covers show fruits, roses and trees in colors.

**The McConnell Nursery Co., Port Burwell, Ont.**—Called "Hardy Plants for Canadian Homes," the McConnell catalogue lists nursery material, roses, hardy perennials and bulbs of lilies and lilies. Fruit trees and small fruits are included. The back cover depicts Korean hybrid chrysanthemums in colors, and the front, a perennial planting. There are many illustrations.

**Herbat Bros., New York, N. Y.**—Seeds of trees and shrubs, flowers and vegetables are listed in Herbat's latest catalogue, of vest-pocket size, containing twenty-four pages. Lawn grass mixtures, plant foods and horticultural books are also offered.

**Lang Rose Nurseries, Tyler, Tex.**—Mimeographed sheet of 2-year budded stock of roses, the varieties grouped as to color. Lang Rose Nurseries are a branch of the Lang Floral & Nursery Co., Dallas.

**The Wayside Gardens Co., Mentor, O.**—Scattered through the Wayside catalogue are whole pages of beautiful color work depicting flowers grown from seeds, also gladioli and dahlias. A great part of the material, both vegetable and flower, is Sutton's seeds, the flower list commencing with antirrhinums and continuing through zinnias. Seeds of hardy plants, including alpine, are also presented. There are many fine black and white cuts, and the cover, of white pebbled paper, is printed with flowers of dull red, with green leaves and stems, the effect being that of chints.

**The Pfeiffer Nursery, Winona, Minn.**—Bargain list for the twenty-eighth annual sale of gladioli, dahlias, lilies, peonies, lilies, phloxes and other perennials. Folder is illustrated and is printed in black and red.

**The Felix Gillet Nursery, Nevada City, Cal.**—In a 16-page booklet, illustrated, are listed nut trees, cone-bearing evergreens, leafy evergreens, shrubs, including roses; shade trees, vines and trailers, flowering trees and berry-bearing shrubs. Helpful are the various instructive paragraphs and diagrams on planting the stock.

**N. A. Hallauer, Webster, N. Y.**—Besides Mr. Hallauer's specialties, rockery plants, the folder lists other perennials, dahlias, hardy phloxes, some lilies and lilies and a few shrubs and vines.

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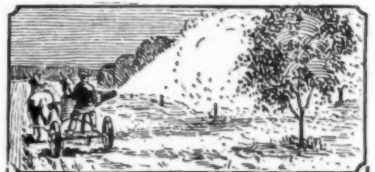
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## AMERICAN NURSERYMAN

**Earl E. May Seed Co., Shenandoah, Ia.**—Actually hundreds of pictures, many of them in full color, a number more in red and green. Fill the seventy-two pages of the May catalogue, with vegetables in color on the front cover, and roses on the back. Fruit stock and other nursery material, including roses; seeds of flowers and vegetables, and bulbous stock are all offered in this comprehensive listing.

**Armstrong Nurseries, Ontario, Cal.**—Generously illustrated with delectable fruits, some of them uncommon, is the 1937 issue of the Armstrong catalogue, showing a new navel orange in colors on the front cover and "Four Select Roses" on the back. Of course, in addition to the luscious fruits, the flowering plants, shrubs and trees of a warm climate are listed, among excellent half-tones of much of the stock. Palms are not neglected, and a good many roses are offered, a number being illustrated, some in colors.

REPORTING the outlook of business quite good, Eubank Bros. Nursery Co., Waxahachie, Tex., reports having just finished landscaping the courthouse grounds there, also constructing a formal outdoor garden for Burton Prince, millionaire oil man, and landscaping the beautiful home of Rush Hickman, wealthy planter and oil mill operator. The brothers in this company, Royal and L. D. Eubank, started in business four years ago, after having worked for the late J. R. Mayhew for many years and, after his death, for his brother, C. C. Mayhew, of the Texas Nursery Co. The company specializes in growing fruit trees.



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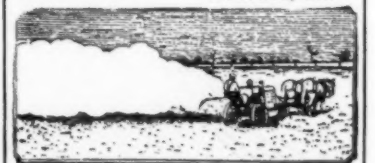
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## PLAN VIRGINIA MEETING.

The annual meeting of the Virginia Nurserymen's Association will be held at Virginia Technical Institute, Blacksburg, August 23 and 24, A. G. Smith, Jr., associate professor of horticulture, has announced.

A special feature of the meeting will be an educational exhibit of all types of evergreens and deciduous plants that can be handled in August. This educational exhibit of ornamentals will be on display during the annual garden lovers' short course, August 25 to 27, which members representing several hundred garden clubs in the state are expected to attend.

## BEAUMONT PLANS SHOW.

The plans for a spring flower show for Beaumont, Tex., and vicinity were set forth by a committee of the Beaumont Florists' and Nurserymen's Club. The dates announced are March 11 to 13, at a downtown store building where ample display space is available.

The committee named to put on the show is headed by W. C. Griffing, general chairman. Other committees and their chairmen include: Location, W. C. Griffing; ticket sales, R. C. Griffing; programs, P. A. Winkler; design of exhibits, J. F. Kennedy; publicity and financing, A. C. P. Tyler; sale of exhibit space, Carl Johnson; commercial cut flowers and plant exhibits, P. Johnson; garden club exhibits, Wilma Gunter; general decoration, L. A. Williams; entertainment, Mrs. Irma Haynes; made-up displays, Mrs. N. Davis; beautiful grounds, Philip Newman; display prizes, P. A. Winkler.

This show is the second one sponsored by this club, the first having been held during the spring of 1934, which was an unusual success. The show to be held this spring will be coöperative, but individual displays will be allowed, whereas before the club as a whole put on the show.

## NEW PLANT PATENTS.

Rummler, Rummler & Woodworth, patent lawyers of Chicago, report the granting of the following new plant patents:

No. 227. *Gladiolus*. Anna L. Miller, Nashport, O. A variety of gladiolus characterized particularly by its long flower stems, its sparse leaf growth, the distinctive coloring of its flowers and its lavender violet stamens, also by its odor.

No. 228. Hybrid poplar. Ralph H. McKee, New York, assignor to McKee Poplar Forestation, Inc., New York. A new and distinct hybrid variety of poplar tree characterized by its rapid rate of growth even in the absence of fertilizers, its great fiber length, the substantially vertical hanging of its leaves and its resistance to disease.

No. 229. Hybrid poplar. Ralph H. McKee, New York, assignor to McKee Poplar Forestation, Inc., New York. A new and distinct variety of poplar characterized particularly by its superior size and form, its dark green, infantile leaves, its average fiber length of 0.80 mm. in one-year-old trees, its resistance to disease and its thirty-eight chromosomes.

No. 230. Hybrid poplar. Ralph H. McKee, New York, assignor to McKee Poplar Forestation, Inc., New York. A new and distinct variety of poplar characterized by its superior size and form, its resistance to disease and its thirty-eight chromosomes.

No. 231. *Camellia*. Edward A. McIlhenny, Avery Island, La. A new and distinct variety of *Camellia japonica* characterized as to novelty by the uniform brilliant pink color and large size of its bloom, substantially as shown and described.

No. 232. Peach tree. Jay Perry, Benton county, near Kennewick, Wash., assignor to Columbia & Okanogan Nursery Co., Wenatchee, Wash. A new and distinct variety of peach tree of the *Eiberta* type, as herein described, characterized particularly by the high red coloring of its fruit as shown, and its earlier maturity.

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**SHORT COURSES IN OHIO.****Program at Cincinnati.**

A short course for southwestern Ohio nurserymen and landscape gardeners, sponsored by the Greater Cincinnati Nurserymen's Association and the department of horticulture of Ohio State University, will be held at the Hotel Alms, Cincinnati, February 24 and 25. Evening programs for both days will be arranged by the association. The morning and afternoon sessions of the two days will include the following talks, by members of the university staff except where noted:

"Growth Substances and Other New Practices in Ornamental Horticulture," by L. C. Chadwick.

"Soils, Their Influence on Growth of Ornamental Plants," by George McClure.

"Pruning and Cavity Work," by Harold Esper.

"Construction Pointers: Drives, Walls, Walks and Terraces," by Howard Warwick, landscape gardener, Columbus.

"Lawns," by George McClure.

"Insect Pests of Ornamental Plants," by J. S. Houser, Ohio agricultural experiment station, Wooster.

"New and Worthy Annuals and Perennials," by Belden Saur, Rocknoll Nurseries, Foster.

"Tree Moving and Shade Tree Maintenance," by Harold Esper.

"Fertilizers: Minor Elements, Sources, Values and Uses," by L. C. Chadwick.

"Mulches, Their Value and Uses," by Harold Esper.

"Location and Construction of Rock Gardens and Pools," by Howard Warwick.

"New and Worthy Woody Ornamental Plants" (illustrated), by L. C. Chadwick.

"Sprinkling Systems," by Representative of Skinner Irrigation Co., Troy.

**Large Attendance at Painesville.**

Eighty-five nurserymen from Ohio and Pennsylvania registered at the short course given at Painesville, February 3 and 4, by Ohio State University. F. G. Haskins, Lake county agricultural agent, opened the school with a few words of greeting and then started the program of lectures and talks. These were given by L. C. Chadwick, Harold Esper and Alex Laurie, of Ohio State University; August Miller, supervisor of soil-erosion control nurseries in Ohio and adjoining states; Leon Havis, of the Ohio agricultural experiment station, and Glenn Campbell, of the Campbell-Sanford Advertising Agency, Cleveland.

There was an interlude of pleasure on the evening of the first day, when a chicken dinner was followed by a dance lasting well into the morning.

During the luncheon period the second day, a committee representing the Lake County Nurserymen's Association and those from the university met for an informal discussion of the relationship of the extension service and agricultural experiment station to the nurserymen. The consensus among the nurserymen was that more help should be given them in solving soil improvement problems and costs of operation, even to the extent of establishing a branch of the experiment station in Lake county, where those in control could be in intimate contact with the problems as they arise.

**ALLIED NURSERYMEN ELECT.**

The annual dinner meeting of the Allied Retail Nurserymen's Association was held at the Nelson House, Poughkeepsie, N. Y., January 19. Election of the following officers took place: President, Leslie Scott, Elmsford; vice-president, Stephen Bernath, Pleasant Valley; treasurer, Peter J. Van Melle, Poughkeepsie, and secretary, C. J. Faddegon, Niskayuna.

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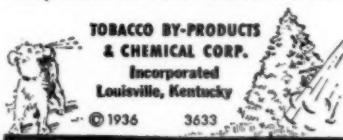
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Photographed disks above show comparative effects on crown gall bacteria. Large test disks contain bacteria; two white dots are tapes; dark area around one tape is region freed from germs.

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